

LEATHER *and* SHOES

*Stepping out...
in BROWNS*

Du Pont Leather Tans

R 2R GB

Du Pont Leather Browns

RBH EBN BBR YN C2R 4BR



SHADES from pastel beige to deep brown . . . on CALF, GOAT and SPLIT SUEDE LEATHERS. Combinations selected from Du Pont's extensive line of Leather Browns and Leather Tans—with green, blue or black dulling agents—produce shades with rich, bloomy tones.

These colors are level dyeing . . . have uniform penetration . . . good exhausting properties.

Du Pont offers a wide range of colors for all leathers plus the experience of our Technical Staff to help you with your dyeing problems.

E. I. du Pont de Nemours & Co. (Inc.),
Dyestuffs Div., Wilmington 98, Del.

Du Pont Dyestuffs

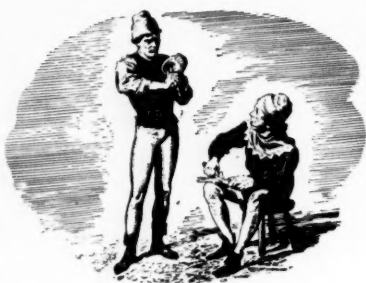


REG. U.S. PAT. OFF.

BETTER THINGS FOR BETTER LIVING . . . THROUGH CHEMISTRY

"You Can Say That Again"!

THE STORY OF TWO WHITTLERS . . .



There were two whittlers, each with a piece of wood and a good sharp knife. Each was trying to sell his piece of wood, but at the moment nobody seemed to want any. So the first whittler sat down and whittled. Pretty soon his piece of wood was shorter and smaller, and he tried to sell it for less. Still nobody wanted it. He whittled and whittled and this kept on till all he had left was a few shavings and he went out of business. The other whittler did some planning and put some creative thought into his whittling. And when he got through he had a very nice wood sculpture which people *did* want. He sold it for enough money to pay for his wood and give him three squares a day.

MORAL: There's more business in building up creative styling than in cutting down quality and price.

(Reprint of a recent Verney Corporation advertisement)

NOTE: Every business making a quality product that lifts it out of the "me, too" class cannot help but subscribe to the sentiments so ably expressed by the Verney Corporation.

"You can say that again" Verney Corporation and in this advertisement, United Last Company provides its own space to help you say it.

United Last Company

BOSTON, MASSACHUSETTS





HIGHER YIELDS...
*more plumping for white
or black suede leathers*

from Du Pont "G-942" tanning agent

You get *more* leather... *thicker* leather when you tan with Du Pont "G-942." And "G-942" has been tested and proved to give these results on both white and black suede leathers.

It helps you get the highest possible yield of top-grade leather because it gives better plumping... with minimum shrinkage. With white suede, for example, kidskins tanned with "G-942" yielded 2 to 5 square feet more leather per dozen skins in an actual tannery test.

Through-White

Kidskins tanned with "G-942" produce a leather that is white all the way through. No color is left by the tanning agent. Bleaching is unnecessary.

Better for All Types

Crushed grain, too, can be produced equally well with Du Pont "G-942" tanning agent. The tanning process is easy to control by pH measurements. Most finishing chemicals, as well as

other tanning agents, can be used on the leather.

Let us arrange for a technical representative to call at your plant and explain in detail how "G-942" can help you produce better leather.



BETTER THINGS FOR BETTER LIVING
 ... THROUGH CHEMISTRY

E. I. DU PONT DE NEMOURS & CO. (INC.), GRASSELLI CHEMICALS DEPARTMENT
 WILMINGTON 98, DELAWARE

LEATHER and SHOES

ESTABLISHED 1890

PUBLISHER
Elmer J. Rumpf

EDITOR AND ASS'T PUBLISHER
William A. Rossi
10 HIGH ST., BOSTON 10, MASS.

MANAGING EDITOR
Charles R. Byrnes

NEWS AND MARKET EDITOR
Irving B. Roberts
10 HIGH ST., BOSTON 10, MASS.

ADVERTISING MANAGER
Philip Melhado

CIRCULATION MANAGER
June Mason

OFFICERS

President: Elmer J. Rumpf; Vice Presidents: C. E. Belding, F. G. Moynahan, W. A. Rossi, C. R. Byrnes; Secretary: L. C. Bedford.

COPYRIGHT 1949

By

THE RUMPF PUBLISHING CO.
(Formerly Hide and Leather Publishing Co.)
300 WEST ADAMS STREET
CHICAGO 6, ILLINOIS
PHONE—CENTRAL 6-9353

BRANCH OFFICES

BOSTON 10, Mass.—Frederick G. Moynahan, 10 High St., Liberty 2-4652 • NEW YORK 7, N. Y.—Cardwell E. Belding, 20 Vesey St., Barclay 7-8783 • PHILADELPHIA 40, PA.—Cardwell E. Belding, 4674 N. Sydenham St., Michigan 4-2744 • CINCINNATI 2, OHIO—Robert O. Bardon, 529 Sycamore St., Main 6662 • ST. LOUIS 6, MO.—William Creahan, 2549A N. Market St., Central 3494 • GREAT BRITAIN, AND EUROPE—J. B. Tratsart Ltd., 5 London St., London, W. 2, Paddington 5946.

MEMBER: AUDIT BUREAU OF CIRCULATIONS



MEMBER: ASSOCIATED BUSINESS PAPERS

LEATHER and SHOES, The International Shoe and Leather Weekly, published weekly (one additional issue during February, May, August, November and December) by The Rumpf Publishing Co., 300 West Adams St., Chicago 6, Ill. Cable address: HIDELEATH. Subscription price: United States, \$5.00; Canada, \$6.00; Foreign, \$7.00. Single copies, 15c; back copies, 30c. Entered as second class matter Jan. 19, 1948, at Chicago, Ill., under Act of March 3, 1879. Additional entry at Pontiac, Illinois, pending.

CONTENTS

FEATURES

TOMORROW'S TANNAGES By A. H. Winheim 15

What is being developed in new tannages? Organized scientific research is seeking answers—and coming up with very interesting findings.

THE RESULT OF SANITIZED SHOES By Frederic L. Hilbert 17

Tests show that after sanitizing, bacteria counts in cotton shoe linings decline from 10,262,500 to 173,400; in chrome upper leather from 3,812,600 to 108,000; in vegetable-tanned in-soles from 3,400,000 to 129,000. Result: cleaner, healthier, more comfortable shoes.

NEVER TOO OLD An Anecdote by Frederick Kampe 18

About a living memorial established in honor of a tanner, who began life as a slave.

NEWS HEADLINES

UNION THREATENS MASSACHUSETTS LEATHER STRIKE

Negotiations deadlocked as members vote strike

INTERNATIONAL CUTS PRICES

Men's, boys, juvenile lines reduced

ARMY TO BUY 5 MILLION PAIRS OXFORDS

QM asks 7 pairs shoes per man

SETS GOAL AT 500 MILLION

Shapiro says extra 50 million shoes must be sold

ELECT HUBNER PRESIDENT FELT ASSOCIATION

WEEKLY DEPARTMENTS

EDITORIAL	6	DEATHS	26
NEWS	8	HIDES AND SKINS	27
COMING EVENTS	12	WANT ADS	29
SPOT NEWS	20	PERSONNEL	30
LABOR NEWS	22	INDEX TO ADVERTISERS	30
LEATHER MARKETS	23		

While one of these mosquitoes is just the ordinary summer nuisance, the other is the man-killing *Anopheles* . . . dreaded carrier of malaria. But only an expert would quickly know the difference!

Matching leather soles also calls for expert ability to tell "which is which." At England Walton, trained craftsmen instantly spot ever-so-slight differences in fibre structures . . . and FIBRE-SORT soles accurately, for paired flexibility and longer, more even wear.

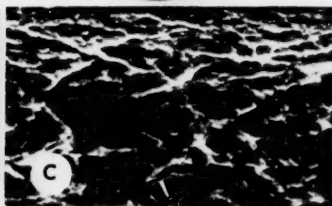
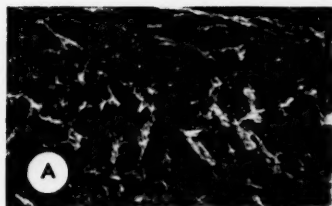
Here's extra value in shoes that means pleased purchasers, steady repeat sales, bigger profits. Get this *plus feature* . . . for your customers and yourself . . . with England Walton FIBRE-SORTED SOLES.

*The *Anopheles* Mosquito is on the right.

*Which
is Which?**

If You Can Tell Instantly,
You're an Expert!

Three greatly magnified cross-sections of sole leather. A and B are similar in fibre structure; C is noticeably different. England Walton experts will pair A and B, and find a matching fibre-structure for C.



England Walton FIBRE-SORTED SOLES

Cut soles and sole leather • Pure oak bark tanned

England Walton Division

A. C. LAWRENCE LEATHER COMPANY

Boston • Camden • Peabody • New York • St. Louis • Columbus • Milwaukee
Los Angeles • San Francisco • Ashland, Ky. • Newport, Tenn. • Hazelwood, N. C.



EDITORIAL

The Real Vice

LAST YEAR there was much ado about the question of profits, of "excessive" profits being made by industry. As a result, Congress was considering higher excess profits taxes, Truman plumped for a \$4 billions additional corporation tax, unions pointed to the "bloated" profits of industry and based wage demands on these, and consumers were beginning to wonder how much of the inflation actually consisted of exorbitant profits.

Now that the year 1948 is over, and the profits scores have been added, let's take a look at the facts, particularly as applying to the shoe and leather industry.

In a national survey by the National City Bank of N. Y., based on a tabulation of financial reports of 3,262 corporations, net profits after taxes was 22 percent higher in 1948 than 1947. However, most of this 22 percent increase was represented by expansion of dollar volume in sales rather than any increase in actual profit margins. In fact, in many instances profit margins were reduced, yet profits were increased in volume. It is simple arithmetic. If the profit margin is five percent on \$1,000 volume sales, the net profit is \$50. If the profit margin is reduced to four percent, but gross sales are \$2000, then the net profit is \$80.

It is this simple economic or arithmetical fact that so many people overlook in analyzing profits. By looking at dollar profit alone—and overlooking percentage margin of profit—the conclusion can be unfairly deceptive. The difference between \$50 and \$80 is a 60 percent "increase." Thus, it is said that profits "increased" 60 percent. It is a truth, but a half truth. It shows disregard for the fact that percentage or margin of profits dropped from five to four percent, and that sales or dollar volume of income doubled, justifying increased dollar profits. After all, what other incentive is there to increase sales other than to increase dollar volume of profit? There is supposed to be an extra return value—a dollar profit—for extra effort which brings extra sales. It is one of

the prime principles that has been traditionally respected in the American economic system. Why has it now become "disrespectful"?

However, while some industries—particularly steel, automobiles, etc.—have represented a large share of the larger dollar profits income by virtue of continued heavy demand for their products, the soft goods or consumer goods industries have not fared so well. Among these are the shoe and leather industries. Their net earnings or profits have been appreciably lower. A survey of leading corporations in the leather industry showed that net income after taxes in 1948 was 32.4 percent below that of 1947; that return on net assets in 1947 was 21.9 percent as compared with only 13.6 percent in 1948; that percentage margin on sales in 1948 was 3.9 percent as compared with 6.1 percent in 1947.

A more graphic illustration is contained in an analysis of six leading leather companies:

	% Change 1948-47	Ratio of Profits to Sales	Ratio of Profits to Sales
	Sales	Profits	in 1948
A. C. Lawrence	-6.9	-50.8	2.3%
U. S. Leather	-18.7	-68.5	1.9
Northwestern Leather	+2.2	+23.7	8.6
Amalgamated Leather	-16.5	-48.5	4.4
Griese-Pfleger	-25.7	-41.1	7.6
Seton Leather	-30.7	-71.7	3.6
	-12.2	-42.8	3.7%

A similar pattern was followed in the shoe industry. An analysis of financial reports of leading shoe cor-

porations revealed a decrease of 4.5 percent in net income after taxes, from 1947. The net return on assets in 1948 was 14.7 as compared with 16.4 in 1947; and the percentage of margin on sales in 1948 was 4.1 as compared with 4.5 in 1947.

Thus, when we apply a profits analysis specifically to the shoe and leather industry we see a drop not only in dollar volume and dollar profits but in percentage or margin of profit. In short, our industry is now caught in the well-known squeeze. Even under these conditions we have seen wage increases in both the shoe and leather industry. Also, shoe prices have been forced down.

By virtue of what has the industry increased wages and cut prices? Profits. Profits have paid the freight in complying with wage and price demands. And another vital factor is involved: business—actual dollar volume or unit sales—has declined in the shoe and leather industry, in ratio to 1947 and especially in ratio to the peak year of 1946.

How much blood-letting is safe before anemia sets in? The industry is confronted with this vital question now. In most cases profits have reached, or gone below, the safe level. It is dangerous for them to dip lower. Risk capital—and both the shoe and leather industry needs such kind of capital investment—will hesitate to come into an industry whose profit structure is thin. After all, just as a working man invests his labor for profit, so an individual invests his savings for profit; and just as a working man will not hire out his services for a low return, so an investor will not risk his money for a low or uncertain return. And what pays for the returns in both instances is profits.

Traditionally there have been only two ways to maintain a safe margin or volume of profit in a competitive system: by keeping costs low, or by increasing volume. The shoe and leather industry is in sore need of both. Editorially, we have repeatedly contended that the industry's cost structure is in need of streamlining, and that our tradition-bound ratio of three pairs per capita is not healthy. In the face of the industry's current profit structure, perhaps it will be realized that concentration on more efficient methods of production plus a drive to increase per capita shoe consumption and volume sales is no longer an ideal but a raw necessity. As Winston Churchill recently declared, "It is a socialist idea that making profits is a vice. I consider the real vice is making losses."

NOTICE

Anyone desiring reprints of **LEATHER and SHOES'** editorials may obtain them at the following nominal cost:

Up to 100.....	10c each
200-500	5c each
1,000 or over	2½c each

DREW OIL PRODUCTS FOR THE LEATHER INDUSTRY

Tested under actual plant conditions

Alum Stable Oils
Synthetic Esters
Sulfated Modern Type Condensates
Sulfated Vegetable Oils
Sulfated Sperm Oils
Sulfated Cod Oils
Split Oils
Prepared Fatliquor
Stuffing Oils & Compounds
Distilled Fatty Acids
Degreasing Agents
Wetting & Penetrating Agents
Fig Soap

WRITE FOR DESCRIPTIVE BROCHURE

E. F. DREW & CO., INC.

Leather Oil Division

15 EAST 26th STREET, NEW YORK 10, N. Y.

FACTORY AND LABORATORY, BOONTON, N. J.

CHICAGO: 360 N. Michigan Avenue

BOSTON: Chamber of Commerce Building

NEWS

IFLWU Votes Strike In Massachusetts Tanneries

BULLETIN:—Boston, Mass. 4,000 members of local 21, in Peabody and 1,000 members of Local 22 in Woburn have unanimously authorized IFLWU union leaders to call a strike at any time. Union officials have agreed to hold up a strike pending the Friday meeting with the leather manufacturers. Reports are that a new wage offer may be forthcoming.

More than 10,000 leather workers employed in northern Massachusetts tanneries threatened a general strike this week after negotiations failed to break a four-month contract deadlock.

Despite feverish last-minute meetings between Federal Conciliator George Roewer, Jr. and labor management representatives, prospects of a strike closing down tanneries in Peabody, Salem, Lynn and Woburn appeared imminent.

The International Fur & Leather Workers Union, CIO, which represents workers involved has asked for a fourth-round wage increase and a pension system. The Mass. Leather Manufacturers Assn., spokesman for the nearly 100 tanneries in the area, has refused these demands and countered with a proposal of an extra paid holiday and an offer to pay Blue Cross benefits.

On Tuesday night, April 19, some 300 members of Lynn Local 20, unanimously authorized a strike committee to call a walkout at the committee's discretion. The strike would affect 1500 leather workers in the Lynn district.

The Peabody-Salem and Woburn locals scheduled mass meetings for mid-week when a similar strike vote would be taken. Close observers saw little hope of a settlement before the deadline.

Seek Package Increase

Participation of Ben Gold, IFLWU president, in contract negotiations with leather manufacturers on Tues-

day helped little to forestall a strike that might drive the leather industry from northern Massachusetts. Gold charged the tanners with acting in "bad faith" in attempts to reach a settlement. He declared that at a meeting last Jan., manufacturers reached a "basis of agreement" in a "package increase of eight-cents an hour" which would include a wage boost and establishment of a pension fund.

Both Gold and Meyer Klig, international union representatives, said that the agreement had been reached with Elvin Cox, Peabody tanner. At subsequent meetings, they said, tanners refused to consider the wage and pension question.

Bertram Creese, executive secretary of the Mass. Leather Manufacturers Assn., reported that union officials had refused a manufacturers' offer of a sixth paid holiday and Blue Cross benefits. He declared that the Mass. leather industry could not possibly meet union demands at the present time and warned that these demands, if successful, would endanger the future of the leather industry in New England.

Manufacturers said that the plants would be closed down in the event of a strike and no attempt made to operate them. The previous contract for two-years expired on Dec., 31, 1943 and extended by agreement for 30-days.

Although the union is widely-known to be Communist-run, membership in the Peabody area is generally regarded as non-Red. Two names however, stand out prominently in union circles—Ben Gold and Irving Potash—the former an admitted member of the Communist party and active in its behalf for the past 25 years—the latter a vice president of the international union, member of the powerful National Board of the Communist party, and pres-

ently on trial for conspiracy charges in New York.

Gold has openly pledged \$100,000 to workers in case of a Peabody strike and has repeatedly threatened manufacturers with a strike if wage increases and pension demands were not met. Writing in the Local 21, Peabody newspaper, he declared, "No retirement fund, no increases—no leather. . . . I pledge on behalf of the international union that the manufacturers will never see the day when they can starve you out and force you to crawl back to work."

Last major strike to affect the Peabody leather industry occurred in 1943 when a group of union members walked out after protesting that the union was dominated by Communist leaders at the top level. The strike ended when the Army took over the tanneries temporarily.

Manufacturers today assert it would be impossible to meet the union's present demands in view of current production costs and decreasing leather prices. They claim that workers in the area are the highest paid in the nation, averaging \$1.52 per hour as compared with \$1.38 elsewhere.

In a last-ditch attempt to avert the strike, Federal Conciliator George Roewer, Jr. persuaded labor-management officials to meet on Friday of this week. The meeting was scheduled to be held at the Hotel Hawthorne in Salem.

International Cuts Men's Boy's Prices; Women's Hold

International Shoe Co., St. Louis, has announced price reductions for its men's, boy's and juvenile lines.

Men's and boy's wear were cut an average 20 cents a pair at wholesale. Wholesale prices of juvenile shoes were reduced an average of 15 cents a pair.

The averages apply to most of the company's shoes in its general line for retailers. Reductions will not result in any major change in retail prices, the company said.

Prices for women's shoes remain unchanged generally with the exception of a few styles with wedge heels and platform soles.

The new prices are based on today's market for leather and materials, according to the company. "We believe prices on the fall line will be based on the same market level which prevails today," spokesmen said. "There is nothing in the situation at this time to justify an expectation of further reductions in shoe prices."

make children's shoes
lively with **COLOR**

Colonial **VELKA**

SIDE LEATHER



Most children's shoes look better, sell better in color.
The best colors are available *now* in Colonial Velka.
Send for your samples. Immediate delivery is assured.

COLONIAL TANNING COMPANY, INC.

Boston 11, Massachusetts

ARMY TO PURCHASE 5 MILLION PAIRS

Plans for the purchase of approximately 5,061,000 pairs of enlisted men's low quarter shoes during the coming fiscal year were revealed last week by officials of the Army Quartermaster Corps. The report was made by QM officials testifying before the House Appropriations Committee in Washington.

Major General Herman Feldman, the Quartermaster General, told the committee that footwear procurement as planned for the fiscal period July 1, 1949 to June 30, 1950 would give some 677,000 soldiers shoes at about \$5.17 per pair. In 1948, the Army purchased a total of 2,741,641 pairs of leather shoes while combined military footwear procurement amounted to 4,638,384 pairs.

Representative Robert L. F. Sikes (D) of Florida charged that Army procurement figures would provide more than seven pairs of shoes to each man in the Army and demanded that a detailed report be submitted justifying QM procurement plans.

Fewer Sizes

Army shoe size requirements may soon be cut as much as 50 percent as a result of an investigation of the Quartermaster Corps conducted last year by the House Appropriation Committee. The committee found that the army has in stock from four to 15 times as many sizes as do European countries.

Investigators recommended that shoe sizes could be reduced by 50 percent without ill effects on the foot

health and efficiency of the U. S. soldier. "A 50 percent reduction in sizes would effect substantial savings in cost of procurement, distribution and storage, and a reduction in losses through deterioration," the committee reported.

At the same time, the army revealed that new dimensions obtained from an anthropometrical study conducted at Fort Knox, Ky., may lead to adoption of a new last by the combined services. QM officials expect to make initial fitting tests this summer on footwear made over this last. If successful, they expect that the new last will automatically reduce the number of sizes by the method of grading between sizes.

Industry Leaders Lecture at Pratt School

As a vital portion of the coloring and fatliquoring program of the School of Leather and Tanning Technology of Pratt Institute, Brooklyn, various members of dye and fatliquoring concerns have conducted lectures and open forums at the school during the past three months.

The program consisted of an hour lecture by a dye concern representative, followed by a discussion and question period. Then, a representative of an oil concern lectured on fatliquoring of the same type of leather, this also followed by an open forum.

Following the lectures, the demonstrators, using tanned stock either previously prepared at the school or recieved from a tanner, proceeded to color and fatliquor the specific

type of leather, pointing out to the students the important parts of the procedure.

The subject matter covered and the speakers are as follows:

Chemistry of dyestuffs with D. P. Knowland of the Geigy Co., lecturing; Origin, composition, analysis of fatty oils, C. M. Morrison, Reilly-Whiteman-Walton Co.

Sulfated oils, F. Thayer, American Cyanamid Co.; Mineral oils, H. Ritter, Socony-Vacuum Oil Co.; Application of fatliquors including raw and sulfonated oils, D. Meo, Salem Oil & Grease Co.

On crusted grain glove leather, J. Schermerhorn of the National Aniline Div., Allied Chemical & Dye Corp., and R. Porter of the E. F. Drew Co., were the lecturers.

On crusted suede sheep, R. Butler of Geigy Co., and W. Peterson of the Salem Oil & Grease Co., were the speakers.

Suede splits in color were discussed by C. Hambrecht of the Ciba Co., and G. Beesley of Whittemore-Wright Co. Black suede splits were lectured on by D. Callahan, of Sandoz Chemical Works, Inc., and W. Peterson of the Salem Oil & Grease Co.

The subjects spue on leather and grain and white glove leather in the blue were discussed by R. Porter of E. F. Drew Co.

On crusted grain glove leather, J. C. A. Kratsch of the Commonwealth Color & Chemical Co., and F. Kiviati of the Emkay Chemical Co.

Pearling—suede kid in blue—was discussed by F. Blatz of Jacques Wolf Co., and Blatz also discussed regular dyeing of crusted suede kid along with E. Bride of Ciba Co.

Suede kid, developed, crusted, was the subject by R. Colby of Geigy Co., and C. M. Morrison of the Reilly-Whiteman-Walton Co.

C. Long of the Calco Chemical Div., American Cyanamid Co., and R. Retzsch of the Nopco Chemical Co., lectured on chrome retan elk, dressed sides in the blue.

Procedure for establishing color standards was handled by C. H. Geister of the E. I. DuPont de Nemours Co., Inc., and B. A. Schiller of the Nopco Chemical Co.

Colored dress sides in the blue was the subject of D. Symmes of the National Aniline Div., Allied Chemical & Dye Corp., along with H. Sabien, of the Eastern Industrial Oil Corp.

R. Leach, of the Calco Chemical Div., American Cyanamid Co., spoke to the students on the effect of prior and subsequent operations on coloring.

The subject grain calf was discussed by R. Colby of Geigy Co., and N. A. Moore, of the Marden-Wild Corp., while suede calf crusted was handled by J. Pelzer of the General Dyestuffs Corp., and J. Norton of the Eastern Industrial Oil Corp.

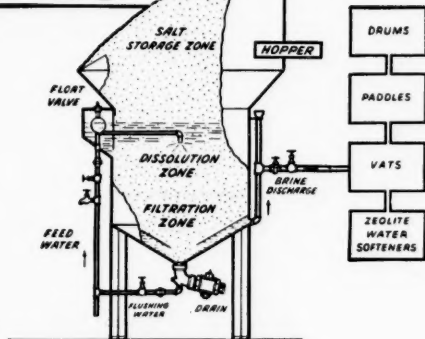
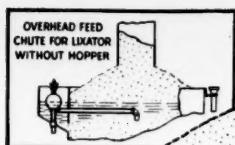
Horse garment was lectured on by J. Bonner of the General Dyestuff Corp., and W. Peterson, Salem Oil & Grease Co., J. Markey, of E. I. DuPont de Nemours & Co., Inc., and F. A. Buckley of the Socony-Vacuum Oil Co., spoke on sheep garment.

Black glazed kid in the blue was discussed by H. Simmons of the American Dyewood Co., and C. Morrison, Reilly-Whiteman-Walton Co. Vegetable calf was taken by F. Suarez of the Ocean Leather Co., and A. Schroeder, Atlas Refinery Corp.

Upholstery leather by C. Retzsch of the Nopco Chemical Co., and Sole leather by B. A. Schiller of the same concern.



Thomas A. Printon, president of the Nopco Chemical Co., was toasted at a luncheon given him by the firm's Industrial Division sales managers upon his election as head of the concern (L&S, Apr. 9). From left to right are: George H. Small, Walter B. Morehouse, Walter E. Brewer, George G. Stier, Edwin A. Robinson, O. Emil Lohrke, B. Alfred Schiller, Thomas A. Printon, Robert F. McClellan, R. B. MacIntyre, Emily A. Taylor, Harry A. Batley, Harold J. Waldron, Harold C. Meegan, and John N. Gammon.



The **LIXATE** pipe line to efficient brine distribution

THE LIXATOR automatically provides 100% saturated crystal-clear, self-filtered brine that can be piped, by gravity or pump, anywhere . . . at any distance . . . it is needed in your plant.

HOW THE LIXATOR WORKS

In the dissolution zone—Flowing through a bed of Sterling Rock Salt which is continuously replenished by gravity feed, water dissolves salt to form 100% saturated brine. In the filtration zone—through the use of the self-filtration principle originated by International, the saturated brine is thoroughly filtered through a bed of undissolved rock salt. The rock salt itself filters the brine. Nothing else is needed.

JUST TURN A VALVE for Lixate Brine that meets the most exacting standards for chemical and bacterial purity . . . that can be diluted volumetrically to any desired strength.

THE LIXATE PROCESS for Making Brine cuts production costs as high as 20% . . . by cutting labor, time and waste in making brine. No hauling, measuring, stirring . . . YET ALWAYS a continuous supply of *accurately measured* brine.

Consult our Technical Service Department on your use of salt and brine. The experienced men on this staff will advise you on the proper location for Lixator and salt storage, pumping arrangements, types of pumps, meters, and valves. They will fit the *money-saving* Lixator into your plant operations. Write today!

NOW AVAILABLE

**The New Stainless Steel
STERLING MODEL LIXATOR
For "Lifetime" Use
For Greater Economy
For Added Cleanliness**

The **LIXATE** *Process*
REG. U. S. PAT. OFF.
for making brine

INTERNATIONAL SALT COMPANY, INC.
Scranton, Pa.

Sets Shoe Sales Goal at 500,000,000 Pairs Annually

A promotion and merchandising program that will persuade the consumer public to buy around 500 million pairs of shoes a year is the shoe industry's greatest problem, according to Frank E. Shapiro, president of the New England Shoe and Leather Assn., Boston, Mass.

Shapiro who is co-chairman of the Popular Price Shoe Show of America to be held in New York City, May 23-26, said that the industry must meet the problem of under-consumption rather than over-production. In order to do this, approximately 50 million additional pairs of shoes must be sold annually. Producers have a

yearly capacity of 550 million pairs, he added.

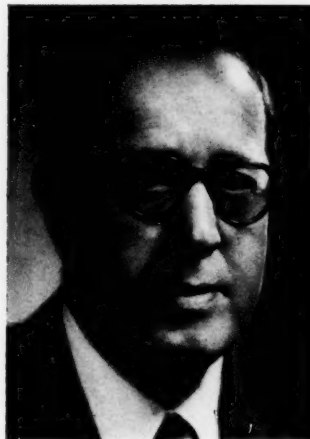
While the shoe industry can survive at its present level, Shapiro declared, production and sale of another 50 million pairs a year should bring about a favorable increase in net profits in all branches of the industry.

"This can be realized," he continued, "and the end desired can be reached if the best possible qualities are offered at the lowest possible prices. During the post-war period, the industry as a whole has fairly well overcome excessive cost operations, with values being relatively better than before 1941. Considering the purchasing power of the dollar against the greatly increased national

income, current shoe values are one of the best buys available to the public."

Per Capita Consumption

Shapiro reported that per capita consumption during 1948 of all types of shoes was 3.16 pairs, slightly better than the five-year pre-war average of 3.14 pairs. However, the public's footwear expenditures when compared to national income dropped from the five-year pre-war average of about 1.85 percent to approximately 1.72 percent in 1948.



FRANK SHAPIRO

The following tabulation based on Dept. of Commerce figures compares averages per capita consumption figures by types of shoes:

	5-Year Pre-War Ave.
Women's shoes	3.64
Men's shoes	2.27
Boys', misses', children's	3.13
Infant's	2.55
All Others	0.34
Average	3.16

NESLA's president said that early indications point to heavy buyer attendance at the Popular Price Show. The show is sponsored jointly by the New England Shoe and Leather Assn. and the National Assn. of Shoe Chain Stores. Manufacturers' displays will place greater emphasis on values. "With the public being very much value-minded at this time, this is important," he concluded.

Navy Invites Bids On White Oxfords

The Navy Purchasing Office, New York City, has issued Invitation No. 4696 calling for bids on 2500 pairs of white leather oxfords. Bids will be opened publicly at 10:00 a.m.,

Coming EVENTS

April 24-25, 1949—Tri State Shoe Show, Hotel Statler, Buffalo, N. Y.

April 27-30, 1949—St. Louis Shoe Show, St. Louis Shoe Mfrs. Assn., Hotel Statler and other hotels, St. Louis, Mo.

Michigan Monthly Shoe Show, Hotel Statler, Detroit—May 1-3, June 5-7, July 10-12, Sept. 11-13.

May 1-4, 1949—Advance Fall Showing, Southeastern Shoe Travelers, Inc., Sheraton Bon Air Hotel, Augusta, Ga.

May 2-6, 1949—Guild of Better Shoe Manufacturers Showing, New York City.

May 2-13, 1949—British Industries Fair, Earls Court and Olympia, London, and Castle Bromwich, England.

May 8-10, 1949—Spring Show, Iowa Shoe Travelers Assn., Des Moines, Ia.

May 8-11, 1949—Fall Shoe Show, Southwestern Shoe Travelers Assn., Adolphus Baker and Southland Hotels, Dallas, Texas.

May 11-13—Grand Rapids Shoe Fair, Pantlind Hotel, Grand Rapids, Michigan.

May 14-18, 1949—Mid-Atlantic Shoe Show, Middle Atlantic Shoe Retailers Assn. and Middle Atlantic Shoe Travelers Assn., The Benjamin Franklin, Philadelphia, Pa.

May 16-17, 1949—Spring Meeting, Tanners' Council of America, Inc., The Cavalier, Virginia Beach, Va.

May 21-28, 1949—24th annual National Foot Health Week, National Foot Health Council.

May 23-24—National Hide Assn. Annual Meeting, Brown Hotel, Louisville, Ky.

May 23-26—Popular Price Show of America, Hotels New Yorker and McAlpin, New York. Sponsored by the National Assn. of Shoe Chain Stores and the New England Shoe and Leather Assn.

May 30-June 10, 1949—Canadian International Trade Fair, Toronto Exhibition Grounds, Toronto, Canada.

June 5-7—Fall Shoe Show, Indiana Shoe Travelers' Assn., Inc., Severin Hotel, Indianapolis.

June 6-9, 1949—Semi-Annual Shoe Show, Boston Shoe Travelers' Assn., Parker House, Boston, Mass.

June 13-18, 1949—National Luggage & Leather Goods Week, sponsored by Luggage and Leather Goods Manufacturers of America, Inc.

June 22-24—ALCA Convention Monmouth Hotel, Spring Lake, N. J.

June 26-28, 1949—Second annual State of Maine Shoe Show, Bangor House, Bangor, Me.

July 24-27, 1949—Baltimore Shoe Club Show, sponsored by the Baltimore Shoe Club and Baltimore Chamber of Commerce, Lord Baltimore Hotel, Baltimore, Md.

Sept. 6-8, 1949—Spring Showing, Allied Shoe Products and Style Exhibit, Hotel Belmont Plaza, New York City.

Sept. 7-8, 1949—Official Opening of American Leathers for fall, Waldorf-Astoria Hotel, New York City. Sponsored by Tanners' Council.

Sept., 1949—Child Foot Health Month, National Foot Health Council.

Oct. 31-Nov. 3, 1949—National Shoe Fair, Chicago, Ill.

Nov. 3-4, 1949—Annual meeting Tanners' Council of America, Inc., Edgewater Beach Hotel, Chicago, Ill.

Nov. 6-9, 1949—Advance Spring Showing, Southeastern Shoe Travelers, Inc., Sheraton Bon Air Hotel, Augusta, Ga.

Methocel:

the Efficient Suspending Agent



If you are looking for a better suspending agent, try the *new* Methocel. Here is a product that gives you efficient, reliable suspension in solutions of many kinds.

In the shoe industry, Methocel offers superior quality as a suspending agent for white pigments in white shoe dressings. Moreover, because Methocel is also a thickener and film former, it is highly useful in making both emulsion type wax dressings and white shoe dressings in liquid or paste form.

In the pasting of leather, Methocel's thickening ability makes it ideal as an adhesive, giving correct viscosity and the right amount of "stick". Its film forming properties are just right to hold the hide on the frame in the dryer and yet permit easy removal after drying.

Methocel may be just what you have been looking for to improve your product. Send in the coupon for your *free* experimental sample of the *new* Methocel, *powdered*. Try it and see the many superior advantages of Methocel.

THE DOW CHEMICAL COMPANY • MIDLAND, MICHIGAN

THE
new

Methocel

DID YOU GET YOUR

SAMPLE?



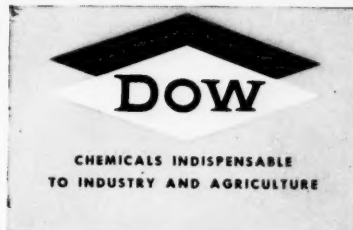
The Dow Chemical Company
Dept. Ma-197
Midland, Michigan

Please send free sample of METHOCEL, for use in _____

Name and Title _____

Firm _____

Address _____



May 4 with delivery scheduled for the Naval Clothing Depot, Brooklyn, N. Y. in June. Specifications list sizes from 5A to 14F with white Nubuck upper, three ounce weight.

Lanigan Prexy Boston Shoe Club

Joseph S. Lanigan of J. Greenebaum Tanning Co., was elected president and treasurer of the Boston Boot & Shoe Club, at their 60th anniversary dinner this week at the Hotel Somerset.

C. Harvey Moore, of A. F. Gallun

& Sons Corp., Jack Sandler, A. Sandler Co., and Charles Slosberg, Green Shoe Mfg. Co., were elected vice presidents. Maxwell Field, was elected secretary.

New Executive committee members are E. J. McCarthy, Francis She, Peter Solomon, Manny Rubin, Richard Feakes, Archibald A. Rogers, and Philip F. Brian.

The Boston Braves of the National League were honored guests at the affair. Presentations were made to Manager Billy Southworth and the three owners of the club.

Consolidated on Block

Paul D. Earl has resigned as president of the Consolidated Footwear Corporation and its subsidiaries and has disposed of all his interest in them. The properties are now for sale. The announcement marks the end of Consolidated's operations in Malone, Brushton and Chateaugay. The plants have been idle for several months.

Sale of the properties as a continuing business is now being sought. A spokesman for the company said that efforts have been made since December, when the plants were shut down, to interest capital in a move to resume operations. One of the subsidiaries Mooercraft Footwear, Inc., of Mooers, has been purchased by Supreme Footwear, Inc., of Garfield, N. J., and is now back in operation.

In Malone, Consolidated had its main plant on Catherine street and a subsidiary, Sun Valley Boots, on Amsden street. The Chateaugay plant was known as Cossack Booties and Northern Footwear plant was in Brushton. The plants are fully equipped to resume operations, the spokesman said.

Consolidated had a capitalization of \$1 million and produced 7000 pairs daily.

Eight Firms Bid on Slippers

The New York Quartermaster Purchasing Office received eight bids on QM-30-380-49-1134, which calls for 79,488 pairs of hospital canvas slippers.

Bidders are the Wing Step Shoe Corp., Webster, Mass., 6,720 at .756 and 72,768 pairs at .755; Lite Mfg. Co., New York, 6,720 at .895 and 72,768 at .89; Dodger Sporting Goods Corp., New York, all at .76; George S. Rumley, all at .82; Boston Athletic Shoe Co., Cambridge, Mass., all at .74; A. Starensier Co., all at .565 to .675; Cortley Shoe Co., Lowell, Mass., all at .645 to .66; Bristol Mfg. Co., Bristol, R. I., all at .70.

Set Allied Products Show

The spring showing of the Allied Trades group has been scheduled for Sept. 6-8 at the Hotel Belmont Plaza, New York City, according to the Advisory Committee of the Allied Shoe Products and Style Exhibit. Opening day—Tuesday, Sept. 6—is one day in advance of the Tanners' Council Spring Leather Opening at the Waldorf-Astoria Hotel, New York City.

("News" cont'd on page 26)

ARTHUR C. TRASK & SONS

Exclusive Distributors

PURE Chestnut
Extracts
**LIQUID and
POWDER**

Manufactured by
The CHAMPION PAPER & FIBRE CO.
(CANTON DIVISION) Canton, North Carolina

Sole Manufacturers of
BLUDTAN
Wood Preservative
Chlorinated Extract
Inventors: Reg. U. S. Pat. Off.

4103 S. LaSalle St. Chicago 9, Illinois



ARTHUR C. TRASK & SONS CORPORATION

41 Tremont St., Boston

Leather

Tomorrow's Tannages

By A. H. WINHEIM
President of Planetary Chemicals Co., and the
American Leather Chemists Assn.

What is being developed in new tannages? Organized scientific research is seeking answers—and coming up with very interesting findings.

THE U. S. Department of agriculture has for many years been seeking domestic sources of tannin in trees, perennials and annual plants. The Western hemlock, the spruce and the redwood of the Pacific Coast have shown some promise, but long-distance transportation has aided other disadvantages in preventing serious commercial consideration. The buttonwood and the scrub willow of the South also offer possibilities but have not been subjected to large-scale trials.

High yields of tannin have been obtained from the liners of pecan shells. After considerable experimentation, a fair tannage with extracts from this industrial waste has been evolved. At least one commercial producer of such extract—the Flemings of Weatherford, Texas—has successfully marketed the product. The potential tonnage is insufficient, however, to satisfy an appreciable percentage of the industry's requirements.

Canaigre, Arizona's tuber, bids fair to become the leading domestic source of vegetable tannins. Growing wild in the arid waste lands, Canaigre develops, within two years, a root rich in tannin. When planted and cultivated, this plant has produced biennial yields approaching 1000 pounds of pure tannin. Laboratory tests indicate that the extract is an acceptable tanning agent but its economic status is not yet clear. The presence of high percentages of

In speaking before the annual spring meeting of the Chemical Market Research Assn., in St. Louis, April 4 and 5, (L&S, Apr. 9), Mr. Winheim, looking into his crystal ball, foresaw some of the things to come in tannages. In this report, future new tannages are discussed by this prominent member of the leather chemistry branch of the industry.

starch with the tannin presents leaching problems.

Another domestic source of tanning materials may be the wood pulp of the paper industry. Fred O'Flaherty and his associates at The Tanners Council Foundation Laboratory (University of Cincinnati) and Harry Lewis (and co-workers) at the Institute of Paper Chemistry have shown that lignosulfonates possess tanning properties under certain conditions. Lignin resembles tannin chemically and some of its derivatives are now used as tanning adjuncts. There is no assurance at this stage, however, that lignin will be the tannage of tomorrow.

Syntans

Of more immediate and definite importance as future tanning materials are the replacement syntans. Following Stiasny's initial syntan, Neradol D—a formaldehyde condensation product of cresol sulfonic acid—there were made the naphthalene syntans. These appeared as acid or neutral liquids or solids, with varying

amounts of active ingredient. To some of these products were added acids such as oxalic or formic, or salts such as potash alum or titanium potassium oxalate, to obtain specific effects. As we noted earlier, however, none of these syntans were replacements for the natural tannins. They served merely as adjuncts, for bleaching chrome leather, as dye resists or mordants, for solubilization of vegetable tans, and for increasing the speed of penetration of the vegetable tans into the leather.

Realizing the limitations of these materials, the Germans early devoted their efforts toward improving the tanning properties of these condensation products. The replacement of benzylnaphthalene for naphthalene yielded some improvement but did not provide the desired substitute. Use of the original syntans as dispersing and peptizing agents for phenolic resins represented a move in the right direction. The Germans found these materials satisfactory as combination tannins when they constituted 50% of the tannin content.

Under the name of Tanigan Extra B, the first successful replacement syntan was produced by the Germans. A phenolic resin of the Novolak type was prepared and this resin was partially sulfonated, using only about 0.45 mole of sulfuric per mole of phenol. The sulfonated product when neutralized and diluted to appropriate strength constituted the first "Aust auch gerbstoffe" (replacement

tannin). Many variations followed.

The raw materials used in the production of this myriad of German replacement tans included phenol, the cresols, resorcinol, catechol, dihydroxy-diphenyl sulfone, "brown oil", and betanaphthol. Highly purified compounds are not a requisite for this work. Acetaldehyde was used as a condensation agent to a small extent, but formaldehyde was the principal reactant.

In general, the sulfonic acids of the resins were prepared by direct sulfonation with acid or by treatment of the resin with sodium sulfite and formaldehyde and then used as dispersing agents for the unsulfonated resin. Another method employed treatment of the resin with lignin sulfonic acids. Some investigators feel that the lignin sulfonic acid condenses with the resin.

Rohm and Haas' "Orotan" was the first of the American replacement syntans. Others include "Chemtan" and "Intan". Evaluation of such products for the production of military leathers is now being conducted by the Quartermaster General's Office under the direction of Dr. S. J. Kennedy.

A highly important study sponsored by the Quartermaster General's office has been the use of the sulfonyl chlorides of petroleum hydrocarbons as tanning agents and leather lubricants. Early in 1945, Adolf Schubert and G. W. Schultz were sent to Europe to study the German leather industry. One of their interesting reports dealt with the "Immergaus" and "Derminals", stating that an aliphatic hydrocarbon sulfonyl chloride was used as a replacement for cod oil in tanning chamois leather and furs.

Subsequently, J. B. Brown of Ohio State prepared many compounds by the simultaneous treatments of various petroleum oils and waxes with sulfur dioxide and chlorine (Reed Process). W. T. Roddy of the University of Cincinnati developed a process for utilizing these materials as tanning agents and evaluated the new materials made by Dr. Brown. The DuPont Company, owners of the Reed patent, now produce several of these compounds commercially. Leather tanned with "Skelt" (DuPont's trade-name for a C14 sulfonyl chloride) is soft, creamy white in color, possesses high tensile strength and resistance to washing with water and many organic solvents.

Mineral Tannages

Mineral tannages are not being neglected. Since chrome ore is im-

ported from Africa and the Philippines, its wartime availability may present serious difficulties. Much experimentation is currently proceeding on alum and iron tannages, both based on compounds more readily available in this country. Fairly good leather has recently been produced by methods employing salts of these elements.

Excellent white leather has been made by use of basic zirconium sulfate. The leather possesses nearly all of the good properties of chrome-tanned stock together with the permanent, all-through whiteness. Present high costs of the compound and the import situation becloud the picture.

A modified mineral tannage possessing increased fullness and firmness has recently been displayed. Although the developers are not divulging details of process, it is indicative of progress along these lines.

Resin Tannages

The so-called resin tannages are regarded as important factors in the field of future leather-making. American Cyanamid's Tanak MRX, a trimethylol melamine, has been used commercially to make white leathers of desirable character. The tanning material possesses good water solubility, accounting for rapid penetration, and compatibility with conventional tanning chemicals.

A resin tannage developed by the Grasselli Division of DuPont is designated G-942. This product, a copolymer of Maleic anhydride and styrene, yields a durable white leather possessing extreme suppleness. It has received wide-scale practical acceptance by the tanners of goatskins.

The author hesitates to discuss the new Dialdehyde-Resin tannage since this development was announced at the Washington ACS meeting last September, and will be more fully discussed at the A.L.C.A. meeting in Spring Lake, New Jersey, this June. Ed Doherty and the author have survived the Patent Office fights and have devoted a portion of their time to pilot plant trials of the process. Good leather can be made by this tannage and the range of properties can be varied over wide limits.

The conversion of animal skin into leather involves a series of complicated operations which require representatives of every important class of chemicals in one form or another. In addition to the depilants, enzymatic preparations, and tanning materials mentioned, heavy chemicals, synthetic resins, oils, dyestuffs, pigments, solvents, and surface active

agents are important aids. There are a lot of things in finished leather that don't show, and we seldom think of them as having anything to do with leather, such things as sugar and Epsom salts, dimethylamine and polymethyl acrylate, sulfuric acid and milk.

Following the actual tanning operation, the stock is subjected to oiling or fatliquoring, dyeing, and finishing procedures, intermingled with numerous chemical treatments, to produce leathers of desired characteristics. Although not strictly tanning procedures, the preliminary and subsequent treatments are extremely important to the leather-maker and present interesting fields for the chemical manufacturer.

New Developments

Significant developments occurring in the technology of tanning during the past few decades include:

- (1) The simple and efficient method for sterilization of hides from cattle infested with foot-and-mouth disease (procedure developed by Doherty and O'Flaherty);
- (2) The development of sulfur hydrates as soaking assists;
- (3) The discovery of methylamines for unhairing hides;
- (4) The development of proteolytic enzymes for use in bating;
- (5) The development of chrome tanning, with emphasis on the very recent application of masking agents in the chrome complex;
- (6) The development of synthetic tanning materials, particularly those capable of replacing the vegetable tannins (such as Turley's "Orotan");
- (7) The development of aluminum- and fat-liquoring agents;
- (8) The development of mineral oil sulfonates as leather lubricants;
- (9) The development of methyl methacrylate and vinyl copolymer finishes.

Today's top tannages are vegetable and chrome. Of secondary importance are formaldehyde, oil and combination tannages.

Economic considerations will probably determine the extent to which the tannage of tomorrow will include that unique tuber of the arid Southwest, an aliphatic hydrocarbon sulfonyl chloride, a modified mineral complex, a replacement syntan, a methylol melamine, a styrene-maleic anhydride copolymer or a dialdehyde and chemically-bound resin. There can be no doubt, however, that science will play an increasingly important role in the battle of laboratory and land in providing leather-making materials.

The Results of Sanitized Shoes

By Frederic L. Hilbert

Tests show that after sanitizing, bacteria counts in cotton shoe linings decline from 10,262,500 to 173,400; in chrome upper leather from 3,812,600 to 108,000; in vegetable-tanned insoles from 3,400,000 to 129,000. Result: cleaner, healthier, more comfortable shoes.

SHOES ARE SANITIZED or treated to render them antiseptic, in the sense that they oppose the growth and action of bacteria and other microorganisms, which bring about the putrefactive decomposition of absorbed perspiration.

The putrefactive decomposition of absorbed perspiration is always accompanied by the secretion of enzymes, such as the ureases, proteases, and carbohydrases, by bacteria and fungi, which bring about the deterioration of the materials out of which shoes are made, both leather and cotton. The chemical reactions associated with putrefaction are of an exothermic or heat producing nature. Such reactions are usually on the order of rapid oxidation and are accompanied by the formation of foul-smelling substances.

Sanitized Protection

During wear, shoes are veritable incubators, not only for the bacteria and fungi which secrete the enzymes capable of bringing about the putrefaction or rotting of absorbed perspiration, but also the conterminous deterioration of shoe making materials. The bacteria and fungi which thrive in warm shoes range from those which cause simple forms of skin irritation or dermatitis to those which cause tinea and other ringworm infections, such as athlete's foot.

Shoes thus are sanitized not only to protect them from becoming unsanitary and, at times, unsightly, but also to control and reduce the annoyances and embarrassments which often arise from the development of unpleasant foot or perspiration odors. In some cases, it is the shoes and not the wearers' feet which are the offenders.

Dr. D. Jordan-Lloyd, Director, British Leather Manufacturers Research Association (*Journal International Leather Trades Chemists Association*, June, 1936), writing upon the subject of "Smelly Shoes" stated: "The occasional defect in footwear termed 'smelly shoes' which is manifest after a short period of service, is attributed to the development of mold in the closed-in parts of the shoes. The production of the odor may be overcome by the use of fungicides in pastes and other materials used in the making of shoes."

It is simple to visualize that the defect known as "smelly shoes" may arise from causes such as the foregoing; but by far the most serious and prevalent cause is the amount and character of the perspiration discharged by the feet of the wearer and absorbed by the materials out of which the shoes are made. In addition to producing "smelly shoes" the putrefactive decomposition of absorbed perspiration brings about the rapid deterioration of the shoemaking materials. The putrefactive decomposition of absorbed perspiration is always accompanied by the production of foul-smelling substances.

During World War II, much attention was given to the subject of mildewproofing many articles of clothing, including shoes, to prevent deterioration in tropical countries. Mildew is a thin, whitish growth produced by fungi. Accordingly, it was thought that by treating materials with fungicides, the problem would be solved. However, it was found that there were many fungicides which would prevent the growth of mildew but, unfortunately, it was necessary to use them in such high concentrations that the articles treated became primary skin irritants and sensitizers.

According to Schwartz and Peck of the U. S. Public Health Service, Bethesda, Md., in a very informative article "Dermatitis from Wearing Apparel" (*Journal American Medical Association*, August 25, 1945): "While many chemicals are excellent fungicides, they cannot be incorporated into articles of clothing or equipment which are to be in close contact with the skin, because they are primary skin irritants and sensitizers in the concentrations in which they satisfy anti-mildew performance specifications against molds."

Although Schwartz and Peck (*loc. cit.*) investigated, by means of the "phrophetic patch test", a large number of mildewproofing agents, they did not refer to a single one which could be considered safe under conditions such as those encountered in the wearing or the protecting of shoemaking materials. All of this indicates that the sanitizing or rendering shoes sanitary involves much more than the use of powerful bactericides and fungicides.

Sanitizing Shoes

The sanitizing or rendering the interior of shoes antiseptic, in the sense that they are capable of opposing the growth of bacteria and fungi, involves the use of agents which are harmless not only to human skin but also to the materials out of which shoes are made. The agents used to sanitize shoes must be of such a nature that they render the shoes antiseptic, but not in the sense that they are expected to function as antiseptics in respect to living tissues of the wearer's feet.

Chemicals or compounds which are known to be primary irritants or cause contact dermatitis cannot be used for the sanitizing of shoes. Inasmuch as the sanitizing of shoes



Anecdote by:
Frederick Kampe

Never Too Old

THE Amos Fortune Forum is a monument to a tanner.

In the town of Jaffrey, New Hampshire, there is a unique institution. In July and August a series of free lectures is given by summer residents of the region, men who are outstanding in their respective fields. These lectures are given in honor of a tanner.

He was not an ordinary tanner. He was the best in his community. Furthermore, he was a negro slave who had to buy his freedom, his wife, and make good in the tanning industry and in his community.

Amos Fortune was the slave of a tanner in Woburn, Massachusetts. His master, Ichabod Richardson, taught him well and Amos became an expert tanner and currier of hides, especially an essential trade in a primitive community.

Cheerful, quick, faithful, ready of wit, Amos did his part in learning the processes of tanning. Also, without going to school he learned to read, write and cipher.

He made an agreement with his master whereby he was to earn his freedom and at the age of fifty-nine he was his own man.

Life was opening up for him. He wanted to marry, and paid fifty pounds for, "a Negro garle named Lydia." They were married but Lydia died within a year.

Still wishing for a home life he bought another wife, Violet Baldwin. With Violet and an adopted daughter he moved to Jaffrey in 1781. He was then seventy years old.

For some years after his ar-

rival he was the only tanner in Jaffrey. He was, too, without doubt, the most skillful for miles around. From his accounts we learn that hides were brought to him from what in those days would be considerable distances. They came from Reading and Sterling in Massachusetts and from Amherst and New Ipswich in New Hampshire.

As he prospered in business he bought twenty-five acres of land in a favorable location. By the banks of a brook, which supplied him with water, he built a substantial house which is still standing. He also built a barn and a currier's shop for the dressing of leather. He cleared and equipped a tannery. And he excavated two basins in the brook for the long continued soaking and washing of hides that were required in the primitive methods of his day.

Although keen in business he did not omit the cultural side of life. He subscribed to a newspaper thus showing himself in advance of the general run of his townsmen in information and intelligence. He was a member of the Social Library and also of the church.

He died at the age of ninety-one. In his will he left to his church the sum of one hundred dollars for a silver communion service. To the town he left a sum which now has reached about one thousand dollars, to be used for the benefit of the public schools.

In his honor has been established the Amos Fortune Forum, a living memorial to a tanner.

deals with complex organic compounds, living and dead, such as the cells of the skin, leather, cotton, perspiration, etc., it should be quite apparent that only complex and harmless sanitizing agents can be employed. Even though a bactericide or fungicide or a mixture of bactericides and fungicides may be effective, in respect to shoemaking materials, they are of no value if they have a harmful effect upon the skin. Difficult as the problem appears to be, sanitizing agents have been developed which meet to a very high degree, all of the foregoing requirements.

To determine the extent to which shoemaking materials may become contaminated by bacteria, during wear, shoes were issued to a selected group of twenty-four men, who wore them under conditions varying from dry and wet indoor floors to varying conditions of outdoor wear. The shoes were worn for periods of 1½ to 8½ months, with an average of five months. After the worn shoes were turned in, one inch disks were cut from the toe area of the chrome tanned upper leather, cotton lining, and vegetable tanned insole. The bacterial counts were made by R. H. McBee (Department of Bacteriology, University of Maryland). The average bacterial counts of all the shoes are given in the following table:

BACTERIAL COUNTS OF UNTREATED SHOES	
Shoe Part	Bacteria
Cotton Lining	10,262,500
Chrome Upper Leather	3,812,600
Vegetable-tanned Insole	3,400,000

From the data in the foregoing table, it should be quite apparent that the chrome-tanned upper leather and the vegetable-tanned insoles are equally satisfactory hosts or feeding-grounds for bacteria. Furthermore, the cotton lining, although much lighter in weight, harbored approximately three times more bacteria than the insoles or uppers. This explains, to a great extent, how the upper leather of shoes becomes contaminated with bacteria and other destructive microorganisms.

A second test was carried out, similar to the foregoing, but, in this case sanitized or treated shoes were worn. For treating the shoes, a bacteriostatic and fungistatic complex was used, in connection with non-skin-irritating buffers and enzyme inactivators. The average bacterial counts of the worn, treated shoes are given in the following table:

BACTERIAL COUNTS OF TREATED SHOES

Shoe Part	Bacteria
Cotton Lining	173,400
Chrome Upper Leather	107,975
Vegetable-tanned Insole	129,000

Considering the data contained in the foregoing tables, it is quite clear that: (1) shoemaking materials are excellent feeding grounds for bacteria; and, (2) shoes can be treated to make them sanitary and resistant to the growth of bacteria. The results of the two tests are coordinated in the following table:

COMPARISON OF UNTREATED AND TREATED SHOES

Shoes	Cotton Lining	Chrome Tanned Upper	Vegetable Tanned Inner-sole
Untreated	10,262,500	3,812,000	3,086,000
Treated	173,400	107,975	129,000
Difference	10,089,100	3,704,025	2,957,000
Per Cent Efficiency ..	98.39	97.16	95.82

The lack of resistance of chrome tanned leather to the deteriorating action of absorbed perspiration is not generally appreciated. However, after World War I, according to Capt. C. G. Keene, Quartermaster Corps (Purchase, Manufacture, and Inspection of Army Shoes, 1921), reclaimed shoes with chrome tanned upper leather had "vamps badly checked and often broken away, although the bottom construction had not been seriously injured." In the case of chrome vegetable retanned leather "the uppers were intact even though both heel and double sole were completely worn away."

During World War II, according to E. L. Wallace, Chief of Leather Section, National Bureau of Standards (*J.A.L.C.A.*, Sept. 1943) many of the worn Army shoes turned in for repair could not be repaired because the insoles were in such poor condition. In many cases, "if it were not for the poor condition of the insoles, the shoes would outwear two more outsoles."

It should be quite clear that the putrefaction of absorbed perspiration has a deleterious effect upon insole and upper leather, as well as the cotton linings. Sanitized shoes, because they are antiseptic, oppose the growth of bacteria and fungi and the action of their respective enzymes. It is due to this that the putrefactive decomposition of absorbed perspiration is reduced to a minimum and thereby impedes the deterioration of the leather and cotton shoemaking materials.

Sanitized shoes are being epitomized as "the outstanding improvement of the decade in shoes" or "chemistry's contribution to better footwear."

For efficient, economical chrome-reduction, use Virginia LIQUID

TANNERS who use SO₂ reduced chrome solutions report these three production profits: (1) Significant savings in fat liquor and dye requirements; (2) Higher grading of finished leather; (3) Increased footage.

We invite *your* questions about the advantages of preparing and using these dependable, uniform solutions. Better still, let us demonstrate the simple, easily controlled "Virginia" Method of dichromate reduction in your own plant.

"Virginia" Liquid Sulfur Dioxide (SO₂) is supplied in cylinders, drums, and tank cars. Write us today for complete information. VIRGINIA SMELTING COMPANY, West Norfolk, Virginia.



VIRGINIA Chemicals

Established 1898

WEST NORFOLK • NEW YORK • BOSTON • DETROIT

50 YEARS OF SERVICE TO INDUSTRY

LANOLIN WOOL GREASE COMMON DEGRAS THE LANAETEX PRODUCTS, INC.

"Refiners of Woolfat Products"

Box 52, Station A

Elizabeth 2-7568

Elizabeth 1, N. J.

SPOT News

Massachusetts

● Sam Wasser, shoe manufacturers' representative at 186 Lincoln St., Boston, has taken on the line of Maxwell Shoe Co., Inc., Lynn. He is showing the firm's complete line of men's Compo slippers retailing at about \$4.

● A. G. Walton & Co., Inc., Chelsea, is sending illustrated circulars to both volume shoe buyers and retailers. The circular contains pictures of some 60 shoes, consisting of boys' welts and McKays and girls' welts.

● Pentucket Footwear, Haverhill, is producing a new line of baby doll last dress shoes for fall wear. The shoe retails at \$6 and \$7.

● Bunny Shoe Co., Lawrence, is producing a new line of wrap around crepe sole casual shoes for misses and children. The shoes retail for \$3 and \$4.

● Martin & Tikelis Shoe Co., Newburyport, is making a new line of women's shoes with a one and one-half inch platform. The shoes in the lower price line are made in suede of all colors.

● Methuen Heel Co., Methuen, owned by Colley B. Court, has been closed and the business will be liquidated. Court says he will continue operations of wood heel factories in Keene and Nashua, N. H.

● It is reported that David Rosen and Sidney Drooker, president and treasurer of American Coated Fabrics Co., Boston, have pleaded "not guilty" to an indictment charging income tax evasion.

● Daly Bros. Cut Sole Co., Randolph, has closed down. The firm, employing 15-20 workers, was owned by Leo Daly and is the second cut sole factory in the area to close within the past few weeks. Mackdon Innersole Co., Brockton, closed March 30.

● Three Haverhill shoe and leather concerns were damaged recently when fire broke out in a three-story factory building. Bradley and Walker Shoe Co.; Bernie Shoe Co.; and Stevens Leather Co. suffered smoke, water and fire damage.

Maine

● Wood & Smith Shoe Co., Auburn, has installed some new lines of shoes. Among these is a new line of baby shoes retailing at about \$2 and consisting of boots, sandals and Roman sandals in various colors. Another is a boys' cowboy boot with Compo welt construction retailing at about \$4.

New York

● Attorneys for Eisler Leather Co., Inc.; Ephriam Braude Leather Co.; and J. H. Spiegel, Inc., have filed an involuntary petition in bankruptcy against Strom Footwear, Inc., New York City, it is reported.

● Shoes by Elias, Inc., is liquidating and has offered its Brooklyn plant for sale, it is reported. The firm has been manufacturing slip lasted women's footwear for the past year, and the plant has a top capacity of 1500 pairs daily. Three brothers, Rubin, Nathan, and Abraham Elias owned the firm.

● It is expected that Goldman Sachs & Co., and George D. B. Bonbright & Co. will head a secondary distribution shortly of 45,000 shares of common stock on Endicott Johnson Corp., Endicott. Dealers concession is expected to be about \$1 per share.

● Premier Shoe Mfg. Co., Inc., Brooklyn footwear manufacturers, is reported to have changed its name to Randuria Ltd.

● David Silverstein, Inc., New York City manufacturers of slippers and playshoes, has changed its name to Shapiro and Silverstein, Inc. Benjamin Shapiro has been elected secretary and treasurer.

● It is reported that Hersh Shoe Co., New York City children's footwear wholesalers, has moved to 67 Sullivan St. where a new corporation has been formed under the style of Hersh & Beck Shoe Corp.

New Jersey

● Fidelity System, Inc., has opened a new chrome chemicals plant in Newark. The plant produces chromic oxide, hydrated chromium oxide, lead chromate and zinc chromate.

Maryland

● John H. Hesey, chairman of the Maryland Public Service Commission, was elected a director of Cannon Shoe Co., Baltimore, at the annual meeting of stockholders.

Washington, D. C.

● Luggage excise taxes for the first six months of this current fiscal year were \$1,432,000 ahead of the similar period a year ago. Totals were \$38,580,000 against \$37,148,000. Dec. collections were \$7,413,000 or some \$231,000 less than a year ago. Total 1948 fiscal was \$80,632,000, a drop of approximately \$4 million from the \$84,588,000 collected in 1947.

● Europe is now striving to build up its livestock totals by the use of ECA funds, the agency reported in reviewing its first year of European aid. ECA said the program is shifting steadily from quick aid in the form of food, etc. to long range aid in helping Europe build up its industrial and agricultural potential. Among these are improved methods of pasture control and more efficient livestock production.

● British manufacturers and exporters have flooded the Commerce Dept. with offers to sell their products as a result of the department's import trade promotion program. Among the offers are "best and medium quality" chamois leathers; "highest grade leather goods such as leather tobacco pouches," and an offer of vegetable tanned sole leather in bends of various weights.

Pennsylvania

● Boyertown Shoe Corp., Boyertown, and Quaker Shoe Corp., Allentown, operated by George and Alfred Hadad, are sending a joint circular to the volume buying trade. The circular advertises the firm's lines of \$3 and \$4 stitchdowns for children and carries the phrase "the shoes you order . . . are the shoes you get."

Virginia

● Danville Leather Co., Inc., Danville, with maximum authorized capital stock of \$50,000 has been chartered to deal in shoemaking supplies, leather and shoe findings. Walter J. Fox is president.

Georgia

● It is reported that the recent tornado in Georgia caused damage estimated at \$100,000 to the building and stock of Berk-Gallant Co., Manchester department store.

Wisconsin

● Snow Pattern Co., Milwaukee, operated by Melvin Snow, recently began to make completed patterns. The firm formerly made designs and models only.



CHARMOOZ

THE PERFECT SUEDE LEATHER

BLACK AND COLORS

AMALGAMATED LEATHER CO'S, INC.

WILMINGTON 99,

DELAWARE



**In Channel Cementing, too,
there's an Adhesive that's
made for your operations!**

For your Making Room . . . here are three adhesives for Channel Cementing to meet varied requirements—and meet them well!

- **Be Be Bond (SOLVENT) 510** — This medium-fast drying cement made with smoked sheet rubber meets the requirements for leather soles. It may be applied by hand or machine.
- **Be Be Bond (SOLVENT) S-737** — A neoprene cement for leather sole channels having outstanding bond and tack.
- **Be Be Bond (SOLVENT) L-8** — This white crepe rubber cement for rubber sole channels is light in body, tacky and dries fast with a very strong bond.

Whatever your needs for efficient general shoemaking cements, look to your

United sales representative for helpful counsel and a dependable source of supply. Ask him for your copy of "USC Adhesives", an easy-to-read, 8-page brochure of facts on dozens of high quality adhesives for shoemaking.



**Be Be Bond
Be Be Tex Cements**
Products of B B Chemical Co.

UNITED SHOE MACHINERY CORPORATION • BOSTON, MASSACHUSETTS

LABOR NEWS

U. S. Circuit Court Judges Learned Hand, Thomas W. Swan, and Charles E. Clark ruled that employees are free to engage in rival union activity during a "reasonable period" preceding the end of a contract term. The decision may end a three-year legal battle between the firm and the International Handbag, Luggage, Belt & Novelty Workers Union, AFL, on the one side, and the NLRB and the International Fur & Leather Workers Union, CIO, on the other.

A five-cent hourly wage increase for all employees earning less than 75-cents per hour was provided in an agreement signed recently between Local 509, Boot and Shoe Workers Union, AFL, and the Ideal Slipper Manufacturing Co., Montreal, Canada.

Other contract provisions include five paid legal holidays, adjustment of piece rates, time and one-half for overtime, and union checkoff.

Both the Lasters and Vampers Locals of the **Brotherhood of Shoe and Allied Craftsmen**, Brockton independent union, have requested the general board to reconsider action taken against five local members. The members were fined \$100 and given

a year's probation for supporting the United Shoe Workers of America in recent Brockton bargaining agent elections.

The five members found guilty of "conduct unbecoming Brotherhood members" were Price Expert Ervin Fratus of the vampers, and president George Andrews, vice president Frank Piesco, secretary George Beauregard, and general board delegate Robert Stanley of the lasters.

United Shoe Workers of America, CIO, has taken no action as yet in asking for re-opening of 1949 Bay State area shoe contracts for wage adjustments. A clause in the present contract allows re-opening of the contracts in May, 1949. It is expected that regional officials will call a meeting shortly on the question.

A recent decision handed down by the U. S. Circuit Court of Appeals in New York ordered the **Geraldine Novelty Co.** of Gloversville to pay eight employees discharged more than three years ago an estimated \$15-20,000 in back pay and return them their jobs. The employees were leather specialty workers. The court held the firm had been guilty of unfair labor

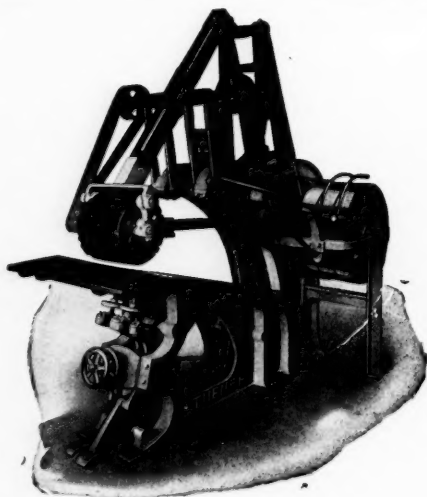
practices in firing two men and six women on Oct. 22, 1945, at the request of an AFL union, for electioneering for a rival CIO union.

Officials of the **New York Shoe Wholesalers Assn.** and the **United Wholesale & Warehouse Workers Union**, independent, averted a strike of 250 warehouse and office workers by reaching a new agreement this week. Workers employed by some 50 wholesale shoe firms will receive a \$3 weekly wage increase, and a new pension plan financed by the employers. The latter will take effect when the union receives similar benefits for 75 percent of its workers employed in other fields.

Reports that the Labor Dept. plans to speed up consideration of the minimum wage situation for shoes made under government contracts exceeding \$10,000 under the Walsh-Healey Public Contracts Act are unfounded. No public hearing has been set and none is expected until the middle of June.

Secretary of Labor Tobin recently granted a minimum of \$1.05 in the woolen and worsted industry. However, Labor Dept. officials say that under the law the Secretary cannot set any figure but must take the prevailing minimum wage existing in the industry, as shown in public hearings.

Present figure for public contracts of shoes call for a minimum of 40 cents per hour. The shoe unions are reported asking for "not less than 75 cents."



MÁQUINA DE ACEPILLAR

Empleando esta maquina se puede lograr el acabado de mejor apariencia que aumenta el valor del cuero para su venta.

THE TURNER TANNING MACHINERY CO.

PEABODY, MASS., E. U. DE A.

Leather MARKETS

Most prices mixed. Demand spotty. Sole, calf, sides and kid steady. Sheep, splits and patent soft. Strikes add to confused situation.

Sole Leather

Boston tanners not loaded with leather but still need orders. Prices fairly steady. Buyers hammer away for lower prices, disregard tanners' contention that raw stock costs warrant better than 62c for light bends. Heavy bends get less attention than a month ago, lights slightly more. Prices quoted by leading lines follow.

Light Bends: 61-63.

Medium Bends: 60-61.

Heavy Bends: 59-62.

Philadelphia sole leather tanners report business is only fair. Factory buying has been slow because many manufacturers purchased just enough to keep key men on their jobs. No one is buying for inventory purposes. Manufacturers are buying in small quantities; just enough to keep men working. Findings are moving slowly. There is little business in bend butts.

Sole Leather Offal

Tanners report little change in Boston market. One dealer says, "Market is still spotty but with a slightly firmer undertone." Single shoulders

with heads on move well, best demand in light weights up to 43c. Heavies sell between 37-39c. Few sales reported in double rough shoulders. Heads and shanks not very active. Standard tannage quotations hold to following levels:

Bellies: Steers 34-35c Cows 30-32c

Single shoulders, heads on: Lights

41-43c. Heavies 37-39c

Double rough shoulders: 48-54c

Heads: 16-18c

Fore shanks: 18-24c

Hind shanks: 22-27c

Welting

Regular Goodyear welting found very little new business this week. Production has been lowered and supplies do not pile up. Everyone is inventory conscious. Prices unchanged with 8½c quoted for ½ by ½ inch stock. Specialty welting sampled widely. New effects help dress up men's brushed leather shoes. Synthetic welting in strong position as shoe manufacturers in cheaper brackets try for still lower costs.

Calf Leather

Business continues slow in Boston calf market. Prices hold firm but tanners find this little consolation as sales fall below general expectations. Men's quality grades fairly active but tanners find few takers for middle and lower grades. Women's lower grades move well but middle grades continue

LEATHER: ITS PRICE AND TREND

KIND OF LEATHER	THIS WEEK	MONTH AGO	YEAR AGO	1948 HIGH
CALF (Men's HM)	95-1.15	95-1.10	1.00-1.15	1.30-1.48
CALF (Women's)	80-1.05	80-1.02	1.00-1.10	1.40-1.48
CALF SUEDE	1.00-1.20	1.00-1.20	1.00-1.35	1.45-1.90
KID (Black Glazed)	50-75	50-75	50-75	70-90
KID SUEDE	50-75	50-75	60-80	70-90
PATENT (Extreme)	48-56	48-56	52-56	76-82
SHEEP (Russet Linings)	18-22	18-20	20-23	23-25
KIPS (Corrected)	53-58	50-55	54-58	70-75
EXTREMES (Corrected)	45-51	45-51	50-54	60-65
WORK ELK (Corrected)	44-48	44-48	48-51	56-60
SOLE (Light Bends)	61-63	58-61	72-76	90-95
BELLIES	32-35	32-35	34-36	44-47
SHOULDERS (Dble. Rgh.)	49-54	48-52	63-65	77-80
SPLITS (Lt. Suede)	37-43	38-44	38-42	41-45
SPLITS (Finished Linings)	20-23	20-23	19-21	27
SPLITS (Gussets)	18-19	18-19	17-19	21-22
WELTING (½ x ⅛)	8¼	8¼	10-10½	11-11½
LIGHT NATIVE COWS	24½-25	24-25	27-28½	33

All prices quoted are the range on best selection of standard tannages using quality rawstock.

The Sign of
GOOD
LEATHER



Reg. U.S. Pat. Off.

OF
DEPENDABLE
HIGH
QUALITY

Take hold of Tioga Oak leather. You'll feel the difference instantly. Look for the Eberle name or the Tioga Oak trademark, respected for 80 years as a symbol of all that is best in leather.

CUT STOCK
BENDS
BACKS
BELLIES
SHOULDERS

EBERLE

TANNING CO.
Westfield, Penna.

slower. Buyers hold off on calf suedes, wait for market trends to crystallize before committing themselves. All agree that suede will be big factor for fall but few take plunge. Quotations on standard tannages hold to last week's levels.

Men's weights: B \$1.10-1.15; C \$1.05-1.07; D 85-99c; X 75-95c; XX 60c.

Women's weights: B 88c-1.05; C 83-97c; D 78-89c; X 73-86c; XX 60-70c.

Suede: \$1.10-\$1.20; \$1.03-\$1.10; 90-93c.

Sheep Leathers

"Market very slow this week," says one tanner who finds buyer price resistance growing. Buyers hold off orders as long as possible, wait for developments. Best russet sales reported in 12-16c grades. Boot linings quoted at 20-22c, shoe linings down slightly, bulk of business between 12-18c. Hat sweat finds few takers above 25c. Colored vegetable linings soft at 19-23c. Chrome linings quoted up to 28c, volume done below 26c. Novelty and garment sheep very slow.

Russet linings: 22, 20, 18, 16, 14, 12, 10.

Russets Hat-Sweat: 26 24, 22.

Colored Veg. Linings: 21, 19, 17.

Chrome linings: 28, 26, 24, 22.

Garment Suede: 25, 23, 21.

Garment Grains: 22, 20, 18.

Side Leathers

Mixed conditions in Boston market. Best tannages fare well. Very low priced leather (dry hide types) do well. Run-of-mill tannages suffer most. Heavy aniline types still active but less so than a month ago. Prices softer with up to about 56c highest quotation for extremes. Regular finish in lighter weights finds moderate call in regular shades; fair to good business in high colors. Quotations following indicate range for standard tannages.

Heavy Aniline Extremes: B54-56;

C 50-52; D 45-48; X 40-42.

Corrected Kips: B 54-58; C 52-56;

D 50-53; X 44-46.

Corrected Extremes: 49-55; 47-53;

45-51; 41-45.

Corrected Large: 44-48; 42-46; 40-

44; 36-40.

Work Elk: 46-51; 44-49; 42-47; 40-45.

Splits

Boston tanners mark time. New business small. Prices soft. Suede business very far behind expectations. Buyers express interest but hold off till they sell shoes. If suede sells as predicted for fall, a mad rush will develop when buying gets under way. Finished linings vary greatly in price, depending upon trim, finish, etc. Up to 25c paid for very finest. Work shoe

splits quiet. Both soft sole and chrome retan sole splits get moderate call.

Light Suede: 36-43; 34-41; 32-38.

Suede Heavy: 44-47; 42-44; 39-41.

Retan Sole: 40, 38, 35, 33, 30.

Finished Linings: 18-20; 20-23; 22-25.

Kid Leathers

Philadelphia kid tanners report that black suede is moving very well. Although white did better than anticipated in the past season, there is a lag in demand. Manufacturers will not buy white. Indications are that black will be the big fall color in suede, with brown also in large demand. Tanners are putting out a very dark blue fall suede but it is not much in demand. There is some green, and a dark red shade called "cranberry" but there are few orders for colors.

In glazed kid the market is quiet. The big color for fall is black, with some brown also in demand.

In glazed and suede, prices are fluctuating. Where resistance was met from manufacturers, prices were cut; but on the whole the market is fair. Rawskins remain firm and show no signs of dropping. Indications are that they will remain at the present high level, or may increase. Because of this, prices on finished kid cannot be lowered.

Slipper kid markets are small. Colors are mainly brown. Linings are in great demand and move as fast as production is completed.

Hesitant buyers, a softer raw stock market and generally mixed business conditions add up to slow kid business. Suede slower than expected by far. Buyers sample, talk price, go home to think it over. Sampling of browns for fall. Black glazed very slow. Best call in 50-70c grades. Both white glazed and suede wanted in small lots for immediate delivery; little available. Slipper stock spotty with up to 53c quoted. Linings sell fairly well at 25 to 35c; slow in better grades.

Patent Leather

Boston market unchanged. Tanners cut production, still accumulate leather. Small amount of black patent used in very high priced women's shoes. Medium and volume shoes ignore it. Low priced women's factories catering to country trade cut small amount. Children's stitchdowns best customer and here, too, demand is down. Quotations mean little. Every sale a law unto itself.

Kips: A 65-79; 64-74; C 62-69; D 58-64.

Extremes: B 60-66; C 57-61; D 52-56; X 48-51; XX 41-45.

Large: C 40-44; D 38-42; X 36-40; XX 33-37.

Garment Leathers

The garment leather market is dull. Prices are leaning to the soft side. Tanners list popular grades of russets at from 14 to 18c, but anywhere from 12 to 16c is being obtained in some cases. Colored vegetable is priced from 18 to 22c. The average price of horsehide leather is pegged around 35c, with the very best figuring up to 38c.

DRY CHAMOIS MOELLON

Liquid, Guaranteed Maximum 3% Moisture

NEWFOUNDLAND COD OIL



TANNING FISH OILS AND FATTY ACIDS

TANNING EXTRACTS

SCANDINAVIAN OIL CO., INC.

104 Front St.

Phone: Whitehall 4-0722

New York City 5

Digby 8-3279

**PRINTZ
LEATHER
COMPANY**

Whites

ALUM LAMBS GOAT and CABRETTA CHROME LAMBS

For All Requirements

CONTRACT TANNERS OF:

BLACK SUEDE KID
BLACK GLAZED KID
LINING KID

2139 E. HUNTINGDON ST.

SINCE 1884

PHILADELPHIA 25, PA.

Glove Leathers

In the Midwest, production is slow, demand is lagging, and sales held to a minimum. Prices are still generally quoted at 19, 18 and 17c on the popular grades of No. 1, 2 and 3c, but, tanners will occasionally sell for a penny less, rather than lose the business. In another instance, a large Midwestern tanner, specializing in only work gloves, continues to quote 20, 19 and 18c, with a periodic sale being made at the 19-17c level.

This has been a week of watchful waiting in Gloversville. It was felt that successful retail sales might put a little cement in the backbones of the glove buyers. Fall business must be placed soon if stores expect to have gloves to sell when the season opens.

The adjustment in leather prices started this week with reductions of from two to four cents per foot on all grades of cabrettas. Other tanneries are expected to follow with similar or larger adjustments. In another week or so, the situation will have clarified to the point where authentic prices can be published. It is expected that the reductions will affect all types of leather. Some grumbling has been heard already over the size of the cuts. Glove manufacturers seem to think that reductions should be double those already announced.

Primary markets are easy with quotations varied. Not much interest shown here except for bargains.

Belting Leathers

Belting leather tanners find a let-down in business. No inventories are being carried. Bellies are in good demand in all weights and prices remain firm. Shoulders were in demand. Welt-ing is slow. Some tanneries felt that the general market picture is not good, and that "fair" is the most accurate description of the business they are doing.

Curriers claim that business is poor. Shoe business is off and this affects tanneries. Belting manufacturers are buying just enough to keep going. It is a buyers market and although list prices remain unchanged since last month, in practice the curriers will play along with the buyers and adjust prices.

Bag, Case and Strap

Midwestern tanners are continuing to experience an "in-between season". Price listings are quoted unchanged. Production of most tanneries is running close to a 32-hour week. The new orders coming in are small. Some improvement is anticipated in the very near future, when fall business should be noticed. Despite the lack of demand, there is little accumulation as most purchases are made on a hand-to-mouth basis, with inventories on the short side. Prices are quoted on 2 oz. case from 48, 45, to 42c; 2½ oz. case at 51, 48 and 45c; 3½ oz. strap at 58, 55 and 52c; 4 oz. strap 62, 59 and 56c and 5 oz. strap at 66, 63 and 60c.

Harness Leather

Reports from St. Louis and tanners in the Chicago vicinity indicate an extremely slow market. Much price resistance is encountered, consequently it has been hinted that some price adjustments are in the making. Top grade material is listed at 73c, B grade at 69c, C grade at 65c and D grade at 61c. These prices, however, are merely list prices, and, in most cases, may vary from 1 to 2c lower, depending upon quality and volume. Sellers offer extra heavy leather on application only.

TANNING Materials

Interest Good In Tanning Oils

Although no increased buying was noted in tanning oils, added interest continued as of last week when a firmer tone developed in tallow and grease markets.

Raw tanning materials were in moderate demand at the same level of prices with business reflecting some contracted leather production schedules.

Raw Tanning Materials

Divi divi, shipment, bags.....\$68.00-78.00
Wattle bark, ton.....\$80.00-83.00

DERMABATE COMPOUNDS LIQUID EXTRACTS

HEMLOCK • OAK • MANGROVE
STAINLESS SUMAC • ORDINARY SUMAC
QUEBRACHO • RAPID TAN "G"
SPECIAL DIPPING EXTRACTS

LEATHER
YESTERDAY, TODAY
ALWAYS

AMERICAN EXTRACT CO.

Manufacturers of the Largest Variety of Vegetable Tanning Extracts

ESTABLISHED 1887

PORT ALLEGANY, PA.

CANADIAN REPRESENTATIVES:

McArthur Chemical Co., Ltd., 20 St. Paul St., West, Montreal;
73 King St., West Toronto

ENGLISH REPRESENTATIVES:

Roy Wilson, Dickson Ltd., 7-8 Railway Approach, London, S. E. 1

ARKOTAN

Reg. U.S. Pat. Off.

A Universal Syntan

An all purpose syntan made in types suitable for vegetable, chrome, alum and formaldehyde tannages. Imparts a fine silky grain to the leather with increased roundness and improved tensile strength. An excellent mordant for dyeing calf and glove leather—produces an even color. A perfect pretanage for shearlings and all types of white leather.

Samples and Demonstrations Upon Request.

*ARKANUM:—For efficient bating.

*TETRANOL:—A highly efficient wetting agent.

*Reg. U.S. Pat. Off.

ARKANSAS CO., Inc.

ESTABLISHED OVER 40 YEARS

Newark, N. J.



COW & HORSE

SPLITS

for

Welder's Equipment

Shoe Gussets

Work Gloves

Welting

In All Colors

BLACKHAWK TANNERS

2171 S. First St.,
Milwaukee 7, Wis.

Linco

Time-Tested

FORMULAS

"LET LINCO PRODUCTS
HELP YOU MAKE BETTER
LEATHERS AT LOWER COST"

L.
H.
LINCOLN
and
SON
INC.
•
COUDERSPORT
PENNSYLVANIA

BATES
LEATHER FILLERS
SOLE LEATHER
FINISHES
SPONGING AND
WASHING COMPOUNDS
TANNERS' SUGAR
AND LIME
COLLOIDAL CLAYS
CHEMICALS

Sumac, 28% leaf	\$75.00
30% leaf	\$80.00
Myrobalans, J, 1s, \$61.00-62.00,	
J, 2s	\$55.00
Valonia Cups, 30-32% guaranteed	\$90.00

Tanning Extracts

Chestnut extract, clarified, 25% tan-	
nin, tks.	lb. .039
Bbls., l.e.l., .046; c.l.	lb. .046
Powdered, bags, c.l.	.11
Cutch, solid Borneo, plus duty	.08 1/2
Gambier Extract, 25% tannin,	
bbls.	.09 1/2 .12
Hemlock extract, 25% tannin, tk. cars,	
f.o.b. wks.	.0525
Bbls., c.l. and l.e.l.	.0675
Oak bark extract, 25% tannin, lb.	
Quebracho extract	
Solid, ord., basis 63% tannin, c.l.,	
plus duty	10 23/32
Solid, clar., basis 64% tannin, c.l.	11 13/32
Liquid, basis 35% tannin, bbls.	.09
Ground extract	.17 1/2
Powdered super spruce, bags, c.l.	.05 1/2
.05 1/2; l.e.l.	.05 1/2
Spruce extract, lb. bbls., c.l.	.02 1/2
l.e.l., 03 1/4; tks.	.01 1/2
tks., 6 1/2-8 1/2; bbls.	.06 1/4
Wattle bark extract, solid.	.09-.09 1/2

Tanners' Oils

Cod oil, Nfld., tank cars \$1.50, drums...	\$1.55
Castor oil No. 1 C.P. drs. l.e.l.	.21
Sulphonated castor oil, 75%	.19
Cod, sulphonated, pure 25% moisture	.17
Cod, sulphonated, 25% added mineral	.13
Cod, sulphonated, 50% added mineral	.11
Linseed, raw tks., drums, c. l. and	
l.e.l.	340-360
Neatsfoot, 30° C.T.	.31
Neatsfoot 30° C.T.	.29
Neatsfoot, 40° C.T.	.25
Neatsfoot, extra drums	.270
Neatsfoot, No. 1, drums	.260
Neatsfoot, sulphonated	.19
Olive, dom. denatured, bbls., gal.	4.00-4.25
Waterless Moellon	.20
Moellon, 20% water	.18
Moellon, 25% water	.17
Artificial Moellon, 25% moisture	.17
Chamois Moellon	.17
Common degrass	.10-.12
Neutral degrass	.16-.18
Sulphonated tallow, 75%	.12
Sulphonated tallow, 50%	.10
Sponging compound	.125
Spit oil	.14
Sulphonated sperm, 25% water	.21
Petroleum Oils, 200 seconds viscosity	.14
Petroleum Oils, 150 seconds viscosity	.13
Petroleum Oils, 100 seconds viscosity	.11 1/2

DEATHS

Herman Gerhardt

... 80, retired superintendent of the Schell Leather Goods Co., Cincinnati, O., died March 29 in a Los Angeles, Cal. hospital. He had been living on the West Coast for the past 12 years following his retirement. He leaves his widow and two sisters.

Edwin Freimuth

... 58, salesman for Endicott-Johnson Shoe Corp., Endicott, N. Y., for 23 years, died April 3 at the Missouri Baptist Hospital, St. Louis, as the result of a cerebral hemorrhage. His wife, Pauline, and a daughter, Mrs. Barbara Blattner, survive.

Paul Kidwell

... salesman for the Selby Shoe Co., Portsmouth, O., died April 10 at the Portsmouth General Hospital of burns received earlier at a hotel fire. The fire was reported to have begun while Kidwell was smoking in bed about 3:00 a.m.

NEWS

(Continued from page 14)

Latest ECA Grants

The Economic Cooperation Administration has announced hides and skins grants totaling \$1,717,000 to the French Zone of Germany for the 1st and 2nd quarters of 1949. Grants for leather and leather products (except footwear) amounting to \$1,260,000 were authorized Ireland for the 2nd quarter.

French Zone Germany received a \$1,357,000 hide and skin grant for the 2nd quarter to originate from Latin America, another \$60,000 originating from Canada and Newfoundland, and \$300,000 for Brazilian hides and skins during the 1st quarter.

Ireland received a \$1,013,000 authorization for U. S. leather and leather products and an additional \$247,000 to originate from Canada and Newfoundland. Both were 2nd quarter grants.

Other authorizations announced during the week were: Greece, \$50,000 for hides and skins during the 2nd quarter, \$50,000 for hides and skins from Newfoundland and Canada during 2nd quarter, and \$400,000 for Latin American hides and skins during 2nd quarter; Ireland, \$200,000 for Latin American hides and skins during 2nd quarter, \$151,000 for U. S. hides and skins in 2nd quarter.

Hubner Re-Elected Felt Association Prexy

Cornelius A. Hubner, president of the Central Felt Co., New York, was re-elected president of the Felt Assn. at the spring meeting held recently in New York. Stanley M. McNeilly, Bacon Felt Co., Winchester, Mass., was named vice president and Herbert S. Blake, Jr., president of Organization Service Corp., was re-elected secretary-treasurer.

The board of directors for 1949 is: L. H. Hansel, Felters Co., Boston; John T. Lawless, American Felt Co., Glenville, Conn.; John Newbold, Continental Felt Co., New York; I. Goldberg, National Felt Co., Boston; and Messrs. Hubner and McNeilly.

HIDES and SKINS

Rawstock markets quiet due to outside disturbances. "Big Four" sales limited with prices about unchanged. Small packer and country hides dull. Calf and pig quiet.

Packer Hides

Packer hides have been only slightly active this week. There has been a great deal of disturbance in the market on the strike situation, which has helped to distract from trading. Coupled with this is the fact that tanners do not need too many hides at the present time and are not doing any buying.

Activity included 17,000 branded cows at steady money, 18½¢ Chicago basis, about 5,500 heavy native cows at steady money, 19¢ f.o.b. St. Paul, 18½¢ for Riverpoint hides, a few Riverpoint light cows at 24¼¢, and a few native steers also steady.

The change in the market this week was afforded by branded steers, 5,000 of which sold to exchange traders at 18¢ for butts and 17½¢ for Colorados. A small volume of bulls sold at steady money.

Outside sellers were quiet this week. Nothing much was done except for a few bulls by the Association. Offerings were slim, as they were in the "Big Four" market. The kill is small all around the market, which provides slim offerings.

Small Packer Hides

There is too much uncertainty and quietness to bring about a change in this market. Tanners, while not indicating much of a willingness to buy, are not thinking lower necessarily, but are just desirous of waiting the market out to see what will happen. There are offerings around the market, principally heavier hides, but nothing gets much attention except the very light average lots, and even these are approached carefully.

Price ideas for the average run of Midwestern take-off small packer all-weight native steers and cows around 48/50 lbs. average run from 18 to 19¢ selected, f.o.b. shipping points, in car lots, depending upon quality. Lighter hides have been quoted up to 25¢ selected recently, particularly the Texas hides around 40 to 42 lb. average, but whether or not that price can be obtained today under the present circumstances is difficult to say.

There are not too many hides around the market, actually, considering what might be called a normal supply, but with the demand as small as it is, there is an abundance of hides, particularly heavy average, but also in the medium average range.

Packer Calfskins

Packer calfskins are uncertain. While some collectors sold skins lower in New York, packers in that area are not inclined to think much about the market, and offerings have been re-

stricted and indefinite. The same situation applies in the Chicago market where packer skins have been offered and withdrawn. Sellers are not looking at the market with an eye that weakness will be forthcoming. They are trying to maintain a good market position. Others, however, claim that the market is going to be lower on next business, and the degree of change is a matter of conjecture.

Prices are nominal in the packer market, although the last quotations

QUOTATIONS

	Present	Week Ago	Month Ago	Year Ago
Native steers	18 -23	18 -23	20 -23½	24½-25
Ex. light native steers	29	29	28½	29
Light native cows	24½-25	24½-25	24 -25	27 -28½
Heavy native cows	18½-19½	18½-19½	20 -20½	25 -25½
Native bulls	15½	15½	16	16
Heavy Texas steers	18	17½	19½	24
Light Texas steers	19	18½	20½	24
Ex. light Texas steers	24	24	26½	25
Hutt branded steers	18	17½	19½	24
Colorado steers	17½	17	19	23½
Branded cows	18½	18½	19½	26 -26½
Branded bulls	14½	14½	15	15
Packer calfskins	53½-68½*	53½-68½*	50 -62½	47 -60
Chicago city calfskins	35	35	35	39
Packer kipskins	47	47	39½	37½
Chicago city kipskins	25	25	25	23

*New trim basis.

HIDE FUTURES

COMMODITY EXCHANGE, INC., FUTURES MARKET

	Close Apr. 20	Close Apr. 13	High For Week	Low For Week	Net Change
June	20.05	20.60B	20.60	19.60	-55
September	19.76	20.30	20.25	19.40	-54
December	19.50B	19.85B	19.93	19.10	-35
March	19.05B	19.30B	19.25	19.25	-25

Total sales, 251 lots.

Brokers
&
Tanners'
Agent

HIDES
AND
SKINS

Expert
Receiving
Service

ISAACSON-GREENBAUM CO.

210 LINCOLN ST.
BOSTON 11, MASS.

TELEPHONE
HUBBARD 0513

QUEBRACHO EXTRACTS

SOLID
POWDERED
LIQUID

THE
RIVER PLATE

IMPORT and EXPORT CORPORATION

405 LEXINGTON AVE., CHRYSLER BLDG., NEW YORK

- IIIIII
- **SPRUCE EXTRACT**
 - IIIIII
 - **POWDERED SUPER SPRUCE**
 - IIIIII
 - **LACTANX**
 - IIIIII

ROBESON PROCESS COMPANY

GENERAL OFFICES
560 Fifth Avenue
New York, N. Y.

OPERATING PLANT AT
Erie, Pa.

TABER PUMPS

• Have been meeting the special requirements of the Tannery since 1859. . . Write for Bulletin TP-629.

TABER PUMP CO.
(Est. 1859)
300 Elm Street Buffalo, N. Y.



THE only successful press that prepares Sole Leather for drum tanning, extracting and oiling.

Also prepares both bark and chrome tanned sides and whole hides for the skiving and splitting machine.

Quirin Leather Press Co.
Olean, New York

Brazilian Leathers

Ask

Schlossinger & Cia. Ltda.

Caixa Postal 917
Sao Paulo, Brazil

for Northern Chicago trim packer calfskins were 68½¢ for heavies and 63½¢ for lights, with Riverpoint production figured 10¢ less in each weight range. Prices on the New York trim skins are purely nominal, last prices hardly considered the market.

Packer Kipskins

Packer kipskins are quiet. There is very little around to talk about, and the uncertainty in calfskins is no help. Prices are nominal in all selections. Production is light with the packers these days, the calfskins running heaviest in the skin production.

Country Hides

The country hide market, although figured at last prices, is a question mark with most people. There are all kinds of prices heard on the majority of offerings and the response to those offerings is spotty and erratic. Tanners do not seem to be reaching out for hides, particularly the country offerings. There is little enough demand for packer selections, let alone country hides.

Prices are unchanged for most country hide selections. Midwestern production 48/50 lb. average allweight hides are quoted in a range of 15 to 16¢ flat trimmed, according to quality, i.o.b. shipping points, in car lots. Some are not quoting over 15½¢ flat trimmed for similar hides. Lighter hides will bring more, but it is hard to put a definite price on the premium hides because of the varied, but limited, interest.

Country Calfskins

There is nothing much to be said about this market at the present time because of the uncertainty with the major market. The only activity noted around has been the business in the New York trim collector skins which sold sharply lower last week. This business put the market into confusion, which has not righted itself yet by establishment of market levels.

Prices are purely nominal on the country skins in the untrimmed market. New York trimmed collector calfskins are quoted at \$2.75 for 3 to 4s, \$3.25 for 4 to 5s, \$3.75 for 5 to 7s, \$4.25 for 7 to 9s, and \$6.50 for 9 to 12s.

Country Kipskins

Country kipskins are quiet, depending upon the establishment of the big packer market for their definition. There is nothing being done in the city or country skin markets, and it does not look like anything is about to be done. Production is light, but there are plenty of skins still around from the winter season that did not move.

New York trimmed collector kipskins are quoted at \$8.40 for 12 to 17s, and \$8.75 nominal for the 17s and up.

Horsehides

Horsehides are quiet most all the way around except for butts which are getting some attention. A few

trimmed lots sell now and then at the quoted levels, but business is restricted. Fronts are very quiet.

Prices are holding about unchanged, the 60 lb. Midwestern take-off hides figured around \$8.00 to \$8.50 for mixed renderer and slaughterer hides, with 70 lb. trimmed hides figured around \$8.75 to \$9.00. Untrimmed hides can be quoted about 75¢ more. Horse fronts are very quiet and quotable around \$5.75 to \$6.00. Butts, in fair demand, are quoted around \$3.00 to \$3.25, depending upon quality, basis 22 inches and up.

Wool Pelts

Pelts are quiet. Interior packers sales are supposedly finished except for one seller, with prices figured to have been slightly lower than last figured. However, nothing has been definitely reported. Offerings were exceedingly small. Spring lambs in the Pacific Coast area are quiet. Some business was done recently with Northern California lambs from smaller packers quoted at \$2.25 per cwt. live-weight basis, and Southern California production figured at \$2.50 per cwt. Big packers were reported to have been getting up to \$2.65 per cwt. on their spring lambs. The shearing situation is unchanged. Best quality No. 1's bring up to \$2.85, No. 2's up to \$2.10 and No. 3's up to \$1.60.

Pickled Skins

Pickled skins are holding quiet. Prices are variously quoted between \$8.00 and \$8.50 per dozen, depending upon the quality, for big packer production.

Dry Sheepskins

Easter has come and gone and operators in Fulton County are waiting for the reports regarding the Easter glove business. From present indications, there was some improvement in sales of gloves but whether this will be reflected in placing new orders, remains to be seen. In the meantime, most buyers in the County are showing very little interest in offerings of rawstock, claiming that they want to get a better picture of what will develop for fall before committing themselves on new purchases. While it is true that holdings of good leather is small, there are rather fair sized quantities of lower grades and this is what the tanners would like to see moving. Also, inventories of gloves are not burdensome, but some are being carried and here too, reductions have to be noted before buying sets in.

There has been little change in the hair sheep markets. Reports from primary points indicate that shippers still have relatively high ideas as they seem to be selling to Europe at prices above the ideas expressed by buyers here. Latest reports that England has been buying Addis-Ababa slaughterers at 85 shillings. This figures considerably over what buyers here would be willing to pay but it is a question of exchange and England can pay this price whereas American buyers cannot. The same is true of Brazil cabrettas with reports that Great Britain was paying 82 shillings for Pernambuco

WANT ADS

ADVERTISING RATES

Space in this department for display advertisements is \$5.00 per inch for each insertion except in the "Situation Wanted" column, where space costs \$2.00 per inch for each insertion.

Undisplayed advertisements cost \$2.50 per inch for each insertion under "Help Wanted" and "Special Notices" and \$1.00 per inch for each insertion under "Situations Wanted."

Minimum space accepted: 1 inch. Copy must be in our hands not later than Wednesday morning for publication in the issue of the following Saturday.

Advertisements with box numbers are strictly confidential and no information concerning them will be disclosed by the publisher.

THE RUMPF PUBLISHING CO.
300 W. Adams St. Chicago 6

Special Notices

Now Is The Time

FOR A shoe manufacturer or large producer of leather goods to purchase a part interest in a tannery. Increase your sales by lowering costs and prices. Plant owned and operated by upper leather specialists. Address D-16, c/o Leather and Shoes, 20 Vesey St., New York 7, N. Y.

For Sale

1,000 Dozen South African Gloving Capeskins In The Stain

WE OFFER low grade South African Capeskins at 8c per sq. ft., suitable for trimmings, ladies' work gloves, bindings, pipings, stripings, etc. Fifty percent full skins. Can be converted to a cheap Ooze Suede or Chamois. Samples upon request. Address D-19, c/o Leather and Shoes, 20 Vesey St., New York 7, N. Y.

For Sale

Three Reece Clickers
Address D-14,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

WANTED

FACTORY SUPERINTENDENT WANTED for Nationally known brand of high-grade men's welts. Factory located in the East. All replies will be held in strictest confidence. Answer by giving complete experience and age. Will pay \$10,000.00 per year plus bonus to the right man.

Address D-18, c/o Leather and Shoes, 10 High St., Boston 10, Mass.

Stitching Machine

FOR SALE: Champion Stitching Machine Straight Needle. Will stitch through $\frac{3}{4}$ " of material.

Address D-15,
c/o Leather and Shoes,
10 High St.,
Boston 10, Mass.

Job Lot Shoes Wanted

WANTED TO BUY —
Women's shoes in job lots,
close outs and
factory damaged shoes.

Write P. O. Box 89,
Syracuse, N. Y.

Sales Agent Wanted

TO REPRESENT Mid Western cutting die manufacturer in the Milwaukee area. Shoe pattern experience preferred.

Address D-3,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Sales Agent Wanted

TO REPRESENT Mid Western cutting die manufacturer in the Chicago area. Shoe pattern experience preferred.

Address D-4,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Wanted to Buy

One
Oiling Off Machine
One
Setting Out 5
Table Machine
Address D-5

c/o Leather and Shoes,
300 W. Adams St., Chicago 6, Ill.

LAST REPAIRING

Let us show you how we can repair your old lasts with our special patented method of last repair. Satisfied customers from coast to coast will testify to our high quality craftsmanship.

MILWAUKEE LAST REPAIR CO.
602 S. 5th St.
Milwaukee 4, Wisconsin

For Rent or Sale

LEATHER FINISHING FACTORY, equipped, ready to run. Rent or sell all machinery.

W. B. Nichols,
862 Bath Road,
Bristol, Pa.
Phone 2925 or 3530

Sales Agency Wanted

NEW YORK SALES AGENCY WANTED:
Leading line of luggage cowhide leathers.

Address D-13,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Help Wanted

Salesman

TWO SALESMEN WANTED: One to travel Ohio and Western Pennsylvania; one to travel Wisconsin. To demonstrate complete line of shoe finishes and cements manufactured by large producer located in Midwest. Man with experience in shoe manufacturing processes highly desirable. Number of established, active accounts go with these territories. Guaranteed income, salary, commission and traveling expenses. Address D-12, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Situations Wanted

Making Room Foreman

PREFERABLE IN MASSACHUSETTS, but will go anywhere. Women's novelties, 20 years experience. Address D-17, c/o Leather and Shoes, 10 High St., Boston 10, Mass.

Upper Leather Salesman

AVAILABLE beginning May 1. Fifteen years experience. Has large New England following. Prefers New England territory, but willing to go anywhere.

Address D-9,
c/o Leather and Shoes,
10 High St., Boston 10, Mass.



Skilled
artisans in
contract
finishing

Modern

LEATHER & FINISHING COMPANY, Inc.
PEABODY, MASSACHUSETTS

Advertise
Your Leathers
in

LEATHER and SHOES

regulars as against last sales at \$15.00, basis manufacturers, for Cearas and this price cannot be duplicated now also sellers claim they have difficulty getting buyers to bid \$14.00 for Pernambuco. Exchange also enters into the price, not knowing at what rate operations are consummated. Cape gloves are about unchanged as shippers show little inclination to reduce asking price of 125 shillings for Cape Town abattoirs. Some even have higher ideas knowing they cannot get anywhere near that price in U. S. Nigerians selling around 70c per lb., basis Kanos to shoe trade, too high for glove buyers.

While buyers here show only mild interest in shearlings and then at a price, reports from the Cape that shippers still have ideas of 31-31½ pence for the ½-1½ inch and 21 pence for the ¾-½ inch and claim that these levels have been realized in Europe.

Not much change in the wool pelt markets. Occasional sales noted, when the one large buyer is able to pick up skins at his idea of value. Generally though, asking prices are out of line with buyers views here and trading is at a minimum.

Goatskins

The lack of buying continues. Sales are of the hand-to-mouth variety with no large movement reported. Price of raw materials are slow in coming down after several adjustments during the past couple of weeks.

Asking prices for Amritsar 1200 lb. skins range from \$12.00 per dozen c. & f. to \$12.50 per dozen c. & f. according to the seller. Some are said to even be available at \$11.50 per dozen. Concondas are offered at \$11.00 per dozen c. & f. for 1.70-1.80 lb. Khari salt cured material with no takers.

Last trading in Batis was at \$16.00 per dozen c. & f. although some sellers are asking \$16.25 for further business; others ask 25 to 50c above this outside figure. There are few Addis Ababa skins around at this time with last sales at \$12.00 per dozen c. & f.

PERSONNEL

● Willard W. Cole, formerly executive vice president of Henry C. Lytton & Co., Chicago department store, has been elected president succeeding the late Henry C. Lytton. John W. Hirtzer was named treasurer and David W. Goldsmith vice president.

● Joseph Carneck has been elected president of E-Z Footwear Corp., New York City, succeeding Benjamin Shapiro who has resigned.

● Walter Goldman has been named sales representative for Penobscot Shoe Co. and Old Town Shoe Co., Old Town, Me. He will cover Missouri, Illinois, Iowa, Wisconsin and Minnesota. Jack Cohn has taken over another territory.

● Arthur C. Bate of American Cyanamid & Chemical Corp. has been elected president of the Chemical Club of New England. Thornton C. Jesdale, Monsanto Chemical Co., was named vice president and Raymond B. Anthony of Solvay Sales Division, Allied Chemical & Dye Corp. was named to the executive board for three years.

● Jim MacNally, sales manager since 1935 at Burk Bros., Philadelphia tanners, is retiring April 30 after 53 years with the firm. B. C. Carroll, formerly sales manager for R. H. Foederer Co., kid tanners, will succeed him. William Grafe has taken over as sales agent for the Ohio to East territory and will have his headquarters at 626 Broadway, Cincinnati.

● Usher Spellman, well-known upper leather salesman, is now with Geilich Leather Co., Taunton, Mass. Spellman, formerly with Paris Leather Co., will cover the South Shore area.

● Carl T. Smith has been named sales representative in Texas, Oklahoma and Arkansas for L. B. Evans' Son Co., Wakefield, Mass. manufacturers of men's slippers. He succeeds Leslie Weaver who retired due to illness after 29 years with the firm. Smith was formerly with California Casuals, Inc., Los Angeles. He will exhibit the firm's line at the Dallas Show, May 8-11.

● Leroy J. Bergen, superintendent of United States Shoe Corp. plant at Greenfield, O., was elected president of the Chamber of Commerce at the annual meeting there recently.

● Chester D. Jones, Jr., has been named purchasing agent of Diamond Alkali Co., Cleveland. W. C. Logan is assistant purchasing agent along with W. C. Mahan. P. P. Eppinger succeeds Jones as purchasing agent at the new Houston, Texas, electrolytic chlorine-caustic soda plant.

● James E. Goggin, William Tefft, and C. M. Williams have been appointed technical service representatives for the tanning industry by the Specialty Products Dept., of American Cyanamid Co. All three have had extensive experience in the leather chemicals field.

● Anne Berwald, formerly a footwear buyer at Bloomingdale Bros. department store, New York City, has joined the merchandise coordinating staff of Honeybugs, Inc., New York City women's slipper manufacturers.

● Leo Heyman has been named general sales manager for Lester Pineus, New York City footwear wholesaler. He was formerly president and general manager of Arnoff Shoe Co.

● Ed M. Ward is now sales representative for E. E. Taylor Corp., Augusta, Me. He will handle the firms Taylor-made and Taylored moccasin lines in Missouri, southern Illinois, Kansas, and Nebraska. Ward has been with Jarman Shoe Co. for the past 9 years.

● Robert H. Schleuter has been elected assistant to the president of Vulcan Corp., Portsmouth shoe, heel

Index to Advertisers

Amalgamated Leather Cos., Inc.	20
American Extract Co.	25
Arkansas Co., Inc.	25
Blackhawk Tanners	26
Champion Paper & Fibre Co.	14
Colonial Tanning Co.	9
Dow Chemical Co., The	13
Drew, E. F. & Co., Inc.	7
DuPont, E. I., de Nemours & Co., Inc., Dyestuffs Division	Front Cover
DuPont, E. I., de Nemours & Co., Grasselli Chemicals Dept.	3
Eberle Tanning Co.	23
England-Walton Div., A. C. Lawrence Lea. Co.	5
International Salt Co., Inc.	11
Isaacson-Greenbaum	27
Lanaetex Products, Inc.	19
Lincoln, L. H. & Son, Inc.	26
Modern Lea. & Finishing Co., Inc.	29
Pero & Daniels, Inc.	Back Cover
Printz Leather Co.	24
Quirin Leather Press Co.	28
River Plate Imp. & Exp. Corp.	27
Robeson Process Co.	28
Scandinavian Oil Co.	24
Schlossinger & Cia., Ltd.	28
Taber Pump Co.	28
Turner Tanning Mch. Co., The	22
Trask, Arthur C. & Sons	14
United Last Co.	2
United Shoe Machinery Corp.	21 and 31
Virginia Smelting Co.	19

and last manufacturers. Schleuter who is production engineer joined the firm in 1946.

● Henry E. Guilford, night superintendent of the Fabric Shoe and Waterproof Mills, U. S. Rubber footwear plant at Naugatuck, Conn., has retired after 49 years of service with the company. Willis D. Merrill has been named to succeed him.

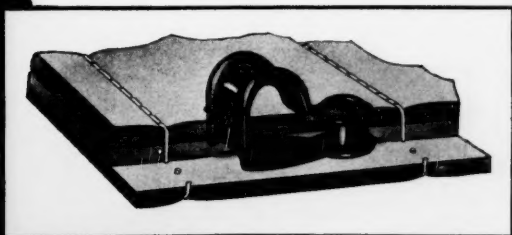
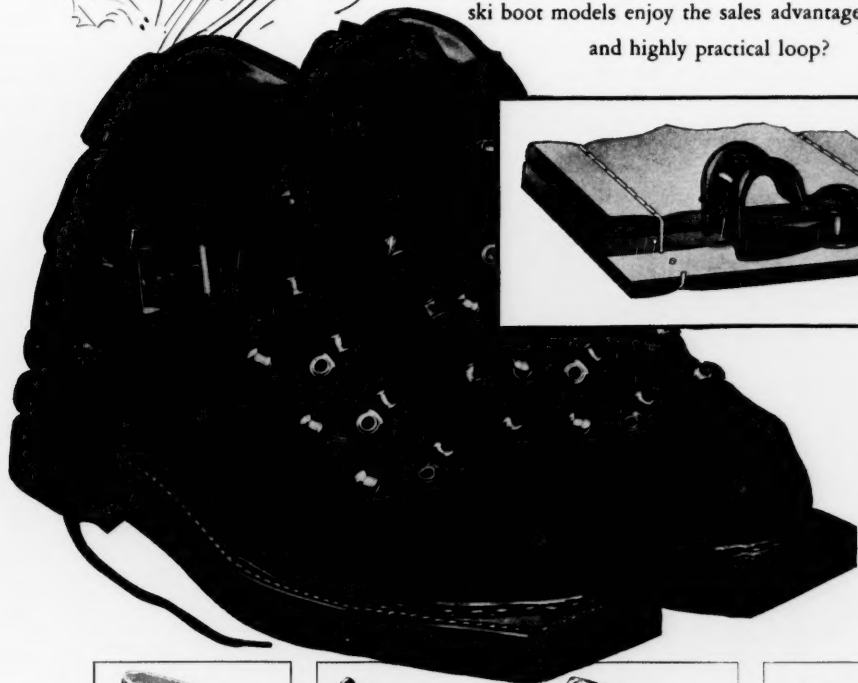
● Dr. Harold J. Barrett, formerly chemical research manager at the Niagara Falls plant of E. I. du Pont de Nemours Co., Inc., has been promoted to manager of field research. He succeeds Paul J. Carlisle who retires May 1. Dr. Campbell Robertson succeeds Barrett as chemical research manager.

For Slalom or Snowplow

The Ski Boot Loop Offers Added Security and Style



No fumbling with frozen fingers . . . no tedious lacing and unlacing when rugged **USMC** SKI BOOT LOOPS are a feature of your ski boots! Laces slip through loops freely, and feet remain dry because no holes pierce the upper to invite in snow and moisture. Minimum friction at the loop adds to lace life, too. Will your next season's ski boot models enjoy the sales advantage of this strong and highly practical loop?



A sales-worthy feature for loafers, moccasins, sport and campus footwear, too!

UNITED SHOE MACHINERY CORPORATION
BOSTON, MASSACHUSETTS

Just a fraction of the cost of the shoe—but of paramount importance to fit and structural strength—is the binding. For the finest quality in *Elasticized Binding and Shoe Gores* that will give your shoes trim, craftsman-like appearance, insure longer lasting beauty and better fit, turn to Pero & Daniels. P & D bindings, both coated and uncoated, are available for immediate delivery.



PERO & DANIELS INC., THOMAS G. PLANT BLDG., BOSTON 30, MASS.